

AMERICAN NURSERYMAN

The Nurseryman's Forte: To Make America More Beautiful and Fruitful

OCTOBER 15, 1957



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18 to 24 ins.	50.00	18 to 24 ins.	30.00	Spiraea Anthony Waterer	
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Buddleia		2 to 3 ft.	60.00	18 to 24 ins.	35.00
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Charming Orchid Beauty		3 to 4 ft.	65.00	12 to 18 ins.	30.00
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No. 1 35.00		2 to 3 ft.	65.00	12 to 18 ins.	35.00
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Medium 22.00		18 to 24 ins.	45.00	2 to 3 ft.	35.00
No. 1 30.00		2 to 3 ft.	55.00	3 to 4 ft.	45.00
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2 to 3 ft.	50.00	Lilac, common purple		18 to 24 ins.	28.00
3 to 4 ft.	65.00	18 to 24 ins.	35.00	2 to 3 ft.	35.00
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18 to 24 ins.	45.00	3 to 4 ft.	60.00	18 to 24 ins.	28.00
2 to 3 ft.	50.00	Lilac, common white		2 to 3 ft.	35.00
3 to 4 ft.	65.00	18 to 24 ins.	35.00	2 to 3 ft.	45.00
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2 to 3 ft.	45.00	3 to 4 ft.	60.00	amurensis	
3 to 4 ft.	60.00	Lilac, rothomagensis		18 to 24 ins.	35.00
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18 to 24 ins.	60.00	3 to 4 ft.	60.00	2 to 3 ft.	50.00
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		3 to 4 ft.	55.00		
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The Nurseryman's Forte: To Make America More Beautiful and Fruitful

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Forms for the December 1 issue will close Friday, November 15. Mail copy to arrive at Chicago by these dates—no later!



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AMERICAN NURSERYMAN

F. R. KILNER
Editor and Publisher

FRED H. KILNER
Managing Editor

C. A. BRADY, Jr.
Advertising Manager

Editorial

MAINTENANCE

Not all nurserymen appreciate the part played in the advance of the industry in recent years by the maintenance men, or so-called landscape gardeners, who mow the lawns, trim the hedges and do other gardening operations for homeowners who have not the inclination to do the work themselves. The number of homeowners who can afford to indulge themselves in this respect has increased markedly in the past decade—recent figures are to the effect that half of the employed population of the United States has an income approximating \$5,000 a year or more. This increase in personal income, plus the decline in household help, has created much more work than formerly for the maintenance men.

There are two benefits to the industry derived from this fact. One is that the garden operations are in the hands, more or less, of specialists, instead of house boys, odd jobs men and such persons altogether ignorant of plant needs, who were guilty of many malpractices and much butchery. The other is the fact that the larger volume of work has enabled the maintenance men to keep busy at it most of the year; hence it is worth their while to learn more about plants and their needs and to train helpers in that respect.

Consequently, the home grounds in suburban areas where many or most of the properties are cared for by professional maintenance men, or those who seek to climb into that rank, are noticeably superior to the neglected or less well-attended homes nearby. There is, consequently, an urge to improve the appearance of home grounds previously not given adequate attention. This leads to more demand for replacements of nursery stock, or additions, and the purchase of supplies and equipment to do the work.

Many nurserymen recognize the service done the industry by the maintenance men in their locality and seek to cooperate with them and give them aid and information where

necessary, so that the work they do may be still further improved.

LANDSCAPE COURSES

Year by year more state universities offer a landscape short course for the trade or else add more landscape topics to the nurserymen's short course. This is in response to a real need. Not many universities offer a curriculum in landscape architecture, and the graduates have not increased in number as the gardening boom has progressed in this country.

In this era few home plantings have the services of a landscape architect or even of a nursery firm which has the services of a designer who is a graduate in the subject. In fact, the great majority of home plantings—those reaching into four figures as well as those lesser in cost—are made by small operators, some of them primarily maintenance firms, without much instruction or training in landscape art.

Many of these small operators have studied books and articles on the subject of landscape planting and they are quick to enroll in the university short courses. It is indeed remarkable that they have done as well as they have, by and large.

But to keep up with the spread of gardening interest in this country and to keep ahead of the amateurs who are learning about design and planting plans, the trade generally needs to have greater knowledge, not only of the underlying principles of landscape design, but of those details and aspects which go to make a planting modern and distinctive. The landscape courses at some of our state universities therefore fill a real need, and it is hoped that there may be more of them and that their scope may be extended.

CONVENTION DATES

The midwinter conventions of state nurserymen's associations will soon be upon us. Visitors and trade exhibitors, as well as members, wish to plan in advance what meetings they will attend. Both they and the state associations will benefit if the convention dates, headquarters hotel and city and state are listed well in advance in the meeting calendar of the American Nurseryman. This information is sought now from the association secretaries.

Convention programs also will be published in advance, if association

secretaries will forward a copy, as soon as completed, for the "Coming Events" column of this magazine.

Providing this information to nurserymen as soon as it is available will be a means by which state association officers can increase attendance at their midwinter conventions and add to the number of trade exhibits.

EXCHANGING KNOWLEDGE

It is through the sharing of knowledge that an industry advances. Those who know some better way of doing business or producing merchandise pass it along to others, and they, too, are able to do a better job.

There are many ways by which knowledge can be shared, and they are apparent in the nursery industry. Convention speakers, round-table discussions, bull sessions, articles in the trade press and association publications and books are examples.

Even though much advance has been made, and knowledge is exchanged more freely in this field than years ago, when a member of the industry was afraid someone else would steal a "trade secret," some trade members will not share knowledge with others because they feel they are not receiving something directly in return.

A nurseryman is fortunate indeed if he does have some knowledge which he can pass along to others. He should readily render his service if invited to speak at a trade convention. Even though he is a poor speaker, he can put his information in writing and read his paper or have it published, thus sharing his knowledge with others.

The more widely such knowledge can be disseminated, the more good it will do. That is why larger attendance at trade conventions is beneficial, why publishing of association bulletins serves a purpose and why trade publications are important to an industry.

The channels of communication are established in the nursery industry, but it is up to the members of the industry to share the knowledge which they have gained in their profession. This magazine has long encouraged nurserymen to send in papers read at conventions or articles on specific operations—ideas which can be passed along. For it is through the exchanging of this knowledge that this industry will do a better job and prosper in the years to come.



President David Cunningham addresses the members and guests at the president's banquet during the recent California state convention. Seated, left to right: Mrs. Kallman; Bert Kallman, general chairman of the convention; Mrs. Stribling; Willis Stribling, president-elect; Mrs. Cunningham; James Perry, vice-president, and Mrs. Perry.

California's Growth Convention Topic

Water Problems, Licensing, Grades and Standards, Merchandising Discussed

By Charles Burr

The problems created by California's rapidly expanding population and their effect on the nursery business were brought up repeatedly in the talks made before the 47th annual convention of the California Association of Nurserymen. The beautifully situated Miramar hotel at Santa Barbara provided a splendid setting and was thoroughly enjoyed by more than 400 registered nurserymen, garden supply dealers, their wives and guests.

Officers of the association named for the following year were as follows: President, Willis Stribling, Stribling's Nurseries, Merced; vice-president, James Perry, Perry's Plants, Montebello; treasurer, Fred Fick, East Lawn Nursery, Sacramento, re-elected, and controller, Syd Whitehorn, Sierra Seed & Nursery, Fresno, re-elected.

Keynote Address

Senator William Knowland, in the keynote address at the Tuesday luncheon, predicted a population placing California as the country's largest state within 10 to 15 years. The effect on the water resources of California was brought home to nurserymen in the speech by Harvey O. Banks, director of the state department water resources, and its effect on agriculture by W. C. Jacobsen, director of the state department of agriculture, who addressed the Thursday luncheon.

Senator Knowland's talk received widespread publication because of his seven points for good labor union conduct, most important being the right of the rank and file to elect

their own officers, to recall officers and to decide strikes by majority ballot; to have protection for welfare funds and assurance of wise spending of funds collected from dues, and to have voice in formulating labor policies.

As a member of the senate foreign relations committee, the senator has been asked repeatedly for an explanation of the United States foreign policy. He said that the basic policy is to preserve an honorable peace, and work for a friendly international relationship. As far as the Soviet policy is concerned, Senator Knowland said there is no evidence of change in that nation's objective of world subjugation and it has violated every treaty entered into with other nations in the past 30 years. He said that changes in Soviet leadership have had no effect upon the basic policy of the communist regime.

Water Problems

The director of water resources, Harvey O. Banks, said that the real limiting factor in California's population and industrial development is water. An investigation of the state's resources has turned up enough possibilities to maintain the requirements of 40,000,000 people. Such an accomplishment is feasible and possible from an engineering standpoint, even though 70 per cent of the water occurs north of Sacramento, while most of the population exists in the area where only 30 per cent of the water is available. This raises serious economic and political issues. Water costs are

spiraling rapidly, and politicians are using water sources for big campaign issues.

One of the big engineering problems is posed by the erratic year-to-year pattern of rainfall. The variation is from minus 9 per cent mean average rainfall to 400 per cent above average. This means that vast areas must be set aside for storage of water during the fat years for use during the lean years. A distressing example is the San Diego area, where there have been nine years of drought. Each year this section overdraws its allotment of Colorado river water. There will come a time when no surpluses exist to offset the overdraft, and San Diego has almost exhausted its local sources of supply. Water will have to come from the northern section of the state.

On the brighter side, a statewide 5,000,000 acre feet overdraft of its resources presently existing will be offset by the annual production of the Feather river project, which, recently started, will take 15 to 20 years to complete. Mr. Banks feels that serious-thinking people working for the good of the state as a whole will eventually break the political roadblock now existing in the state's legislature.

State's Big Industry

W. C. Jacobsen, state director of agriculture, told how California's cash crop gross income is increasing annually despite inroads of subdivisions and industrial plants on farm lands. He cited the figure of \$2,837,065,000 for 1956, proving that ag-



Willis Stribling, C. A. N. president-elect (lower left), looks on as James Gibbs (upper left), of Los Angeles, accepts the baseball trophy for his southern California team from William Griffin, Santa Barbara.

riculture is still big business in California, which has the largest cash farm income in the United States.

Director Jacobsen complimented the nursery-florists' industry of the state for keeping up its share of the agricultural income. It was \$65,000,000 in 1955 and \$68,000,000 in 1956. He expressed his pleasure in the association's legislative activity in connection with regulation of grades and standards and pledged close cooperation in working out and enforcing the association's recommendations. (Details follow in Wray Hiltabrand's report).

Mr. Jacobsen detailed the department's activity in sponsoring virus-free budwood for fruit tree propagation and told about some of his problems in keeping California free of noxious weeds (particularly witchweed) and pests (particularly Mexican fruit fly).

Licensing Pros and Cons

Dugald Gillies, consultant to the interim legislative committee on licensing, gave interesting pro and con views of the desirability of licensing nurserymen. At present, anyone of good moral character with \$15 can obtain a nursery license, which in effect is just a license to sell nursery stock and does not call for any particular talent or education to engage in business.

The advantages of licensing under standards set up by the industry include the protection of the public from undesirable operators and upgrading the industry. However, an industry or trade must prove that licensing is essential to the health and safety of the public, which is

quite a task. The state cannot allow industries to set up barriers to competition.

Mr. Gillies listed architects, doctors, contractors, accountants and barbers as examples of persons the state feels should be licensed to protect the public health and safety. He pointed out among the disadvantages that licensing can protect the incompetent, because of blanketing those engaged in the profession at the beginning and because it is almost impossible to remove the license once it is granted.

He pointed out that there is really no way to keep the buyers from making fools of themselves, and the increased cost to the state by setting up a bureau of administration would not be justified except in exceptional circumstances. He suggested that the state association's program of education and guidance is of greater value than licensing legislation.

Officers' Reports

In his ninth report to a C. A. N. convention, Executive Secretary Elmer Merz, Sacramento, reported that this year's legislative session broke all records in the number of bills submitted for consideration. Committee meetings and hearings on proposed legislation occupied morning, afternoon and evening hours. The association sponsored two bills passed in this session. One exempts retail nurserymen who make occasional wholesale sales from needing a license (for a fee) as dealers and providing a bond. The other bill disposed of the old grades and standards portion of the agricultural code, paving the way for a new set of standards after hearings before the director of agriculture.

President David Cunningham, Chino, predicted a great future for the industry in California and a growing fundamental appreciation of nursery products. He pleaded for an absence of regional thinking on the part of directors, chapter officers and members and recommended the annual meeting of chapter presidents instituted during his administration be continued. President Cunningham singled out his officers and several committee chairmen for special commendation on the quality and success of their work.

L. H. (Bud) McGuire, director for region VI of the American Association of Nurserymen, urged those present to better themselves through a better association and spoke briefly of the policies and aims of the A. A. N.

The report of the publicity com-

mittee was given by Jack McDonnell, Oakland, chairman. A gain of 80 full pages of newspaper publicity over the previous year's total of 357 was an indication of the popularity of the garden articles provided by the publicity service. Each week 529 newspapers and 49 radio and TV stations receive one major article, two supplementary articles and a garden check list. Once a month two or three pages of 1-paragraph fillers go to the same list of publications and stations. Topics are selected by the publicity committee and the articles are written by a staff writer and then reviewed by several members of the committee before release. Occasionally, post card questionnaires sent to the more than 500 publications have resulted in a higher than average response and many compliments for the service.

John A. Armstrong, Jr., Armstrong Nurseries, Ontario, chairman of the education committee, presented a new booklet, "Careers in the Nursery Industry," which will be distributed to high schools throughout the state. Under the heading, "Who should prepare?" the following is quoted: "The nursery industry today is big business, requiring young men and women not only with specialized horticultural background, but those with broad basic interests in business principles and practices." The booklet then lists the principal colleges offering courses in ornamental horticulture.

Grades and Standards

George C. Roeding, Jr., Niles, chairman, reported for the grades

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Tom Mantey (right), of San Leandro, receives the golf trophy for low gross score from William Griffin, sports chairman at the recent California state convention.

Beginning in the Nursery Business

Introduction: Advantages and Disadvantages

By John J. Pinney

So you plan to go into the nursery business!

Welcome to one of the most fascinating businesses in the world. It is never monotonous, never cut and dried; every day brings different problems, pleasures and satisfactions.

Working with plants is a constant challenge. There are new varieties to study, new uses to learn, new markets to develop. Plants cannot be standardized as to appearance and performance. Nurserymen must become familiar with their individual ways.

It is a business that gives its owner endless satisfaction in the knowledge that it is forever producing health-giving fruit, life-renewing gardens and breath-taking landscapes, bringing beauty to rich and poor, young and old impartially. It is a business of which you need never be ashamed, but always proud. You will be associated with a fine group of sincere gentlemen, often leaders in their communities, always respected citizens. A man who loves trees and plants cannot be bad at heart.

The nurseryman's wares are among the few commodities that increase in value and give a greater measure of satisfaction to the purchaser as years go by. You can justly feel that you are rendering a necessary and important service to mankind when you increase the fruitfulness and beauty of the good earth. The products of the nurseryman contribute to man's spiritual welfare as well as his material comfort.

Future Is Bright

What is the future of the nursery business? Leaders in the industry believe that the opportunities for a nurseryman are greater now than at any time in the past. Among the reasons for this optimism are:

1. The population of the United States is increasing rapidly. Sociologists predict that it will reach 250 million people by 1980. Millions of new homes will have to be built to house the new families. It is a safe bet that most of these new homes will be landscaped. Nearly every home builder now realizes that the job is not complete until the grounds have been planted.

2. The federal and state governments are building a vast new network of highways. Great stretches of these highways will be beautified

"Beginning in the Nursery Business" was a series of articles, originally written by John J. Pinney in 1946, which appeared in the American Nurseryman. Due to the demand for reprints it was later brought out in pamphlet form. The booklet served as a valuable guide to those entering the business in the period of trade expansion after World War II. Covering all phases of the nursery business, the contents were informative to those already engaged in some branch of the business as well as to those just entering the profession.

Due to the continued popularity of the series and to fill a need in the industry, the editor of this magazine has prevailed upon Mr. Pinney to revise the articles, because of the numerous changes which have taken place in the nursery business in the last decade.

Mr. Pinney is well known in the nursery trade, as he was born into the nursery business in Wisconsin and has spent most of his adult life with the Willis Nursery Co., Ottawa, Kan., of which he is now owner. His articles in the American Nurseryman under the general heading of "Prices and Profits," which are comments on business management, and his series of articles on "Operating a Garden Center," now printed in book form, have resulted in a demand for him to discuss these topics before a number of nurserymen's conventions.

This revised series on "Beginning in the Nursery Business" has been written to aid in the guidance and success of those who are embarking in this profession and to give those already engaged in this business a better understanding of the various phases of this industry.

by the planting of trees and shrubs. Cross-continental superhighways are being built with the trafficways widely separated and screened from each other for maximum safety. Enormous quantities of nursery stock will be required to provide such screening.

3. A comparatively new market for nursery stock has been found in industrial landscaping. Instead of permitting their grounds to grow to weeds or look like junk yards, industries are now making their factories as attractive as possible both

inside and out. Workers are happier and more efficient in pleasant surroundings. Thousands of new factories will have to be built to supply the growing demand for consumer goods.

4. Most important of all, perhaps, is the fact that the United States is coming of age. The older the country, the greater its appreciation of beauty. When a land is new, the people's energies are spent in the development of its resources or in the struggle of making a living. With the coming of leisure and wealth, man tries to surround himself with luxury and beauty. The eastern seaboard of this country, for example, is a better market for ornamental nursery stock than many of the newer sections. Taste and appreciation have been developed to a higher degree. Now that the land frontiers have disappeared and communities are growing older, homeowners yearn for pleasanter surroundings.

Incomes are getting higher; work weeks are growing shorter; nearly everyone has more leisure. Many people who formerly had no interest in gardening have discovered that working with growing things can be a fascinating hobby. Gardening has already become America's No. 1 hobby and it is likely to retain that rank.

Disadvantages

But I would be remiss if I did not tell you about some of the disadvantages of the business that are not immediately apparent to the outsider. The nursery business is highly seasonal except in the south. There are only a few months in the year during which its products can be planted. Sales can go on the year around, but deliveries are confined to the periods when plants are dormant and soil and weather conditions are favorable for planting. This means that income is irregular; so careful financing is necessary to carry on during the lean months.

It is not practical to maintain during the slack seasons office and field forces large enough to take care of the peak periods; therefore, when orders are being filled during the rush seasons everyone has to work long hours under pressure.

This disadvantage of humps and hollows is one of the hardest to overcome. The best brains of the industry

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Tips for Better Landscapes

The Training of Espalier Plants

By Clarence E. Lewis

Department of Landscape Architecture, Michigan State University, East Lansing, Mich.

The word espalier suggests to many people only those few plant species that are frequently seen trained against a wall; to others it has a definite reference to a European method of training fruit trees on fences or walls where the soil area is restricted. Actually, the word, and the system of training it refers to, can be applied to a great variety of shrubs and small trees. The supporting surface may be open or solid, providing it is fairly firm.

Nurserymen who have visited Princeton University and were fortunate enough to be guided about the grounds by the fine horticulturist, James S. Clark, have learned that the selection of plants for espalier treatment is almost unlimited. Trained on the buildings of that university are such small trees as red-bud; white fringe-tree; red and white-flowering dogwoods; Kousa dogwood; Russian olive; golden chain tree; evergreen, Kobus and saucer magnolias; purple-leaved plum, and weeping Higan cherry. The shrubs present an imposing variety, including five-leaved aralia, butterfly bush, cornelian cherry, cotoneasters, flowering quince, winged euonymus, witch hazels, several shrub honeysuckles, beach plum, viburnums, tamarix and Persian lilac. *Pyracantha*, of course, is also included. The opportunities, therefore,

are great and the choices are many. It all depends on what effect one is trying to create, the geographic location, and the interests of the client.

Any plants that can be readily flattened against an upright support can then be fashioned into different shapes and patterns. A narrow-leaved evergreen such as Hicks yew; a broad-leaved evergreen such as convex-leaved holly; a semi-evergreen type such as rock cotoneaster, and a deciduous shrub such as any *for-sythia* all respond well to being so regimented in the landscape.

Pruning Requirements

It may be necessary to prune these plants more than twice a year in order to keep them within bounds. One heavy corrective pruning in late winter or early spring before growth starts is essential. At this time crossing branches can be eliminated, the side stems cut back to keep the plant from spreading too far, the tops cut below the expected height so that they can stretch a bit further and the branches retied to the support with a cord or nylon string. Wire is not recommended for tying, because of its tendency to girdle branches. Cord, nylon, raffia and other ties are better. An espalier trained against a building that requires periodic painting should be so attached that it can easily be removed. In damp climates

it is best to leave an air space between the plant and a wooden wall in order to prevent wood rot. Four inches is a minimum air space, and, in cases involving large areas, a foot may not be too much. The landscape designer should always have regard for the client, who must take care of the espalier and the house in the future.

A second pruning is usually done during the summer or early fall, when branches are removed to allow the fruit to become visible. It is also suggested that the branches be kept from spraying away from the house or wall. Nothing looks worse than a mismanaged espalier, particularly if it is in a prominent place. One should use pruning shears where fruit spurs are involved, because hedge shears cannot be manipulated with sufficient care. Training espaliers is no rush job, and a once-overlightly method is not recommended.

Methods of Training

G. Clifton Sammis, a nurseryman at Huntington, N. Y., uses wire fencing in training espaliers in the field. Easier training is afforded by the vertical and horizontal wires of this type of support. If several of such fences are to be constructed they can parallel one another, spaced far enough apart to allow room for a worker to perform the necessary cul-



Illustration A—It is better to start young plants, such as this Hicks yew, in the training operation.



Illustration B—Yews can be trained to the full size needed. Again the specimen shown is Hicks yew.

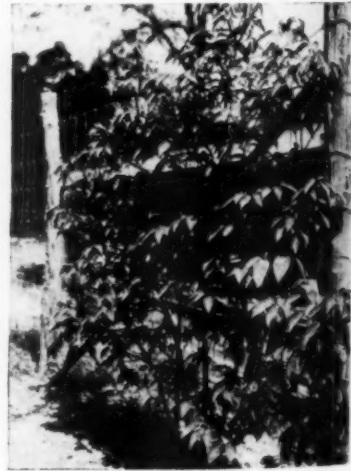


Illustration C—The tea viburnum adapts itself readily to espalier training because of its stem spacing.



Illustration D—When training young plants, such as this Burford holly, on horizontal wires, one may find inserting a vertical post is a useful practice to start the plants off right.



Illustration E—The willow-leaved cotoneaster, pictured here, lends itself to use against low walls if the plant is trained properly for the purpose.

tivating, pruning and tying operations and to permit easy removal of the plants when they are ready for use in a landscape job. If one is going to use the espalier in an extremely limited soil area, it is advisable to root prune the plant the year before transplanting, or during the spring preceding a fall transplanting. Horizontal wires, strung between posts, can also be used in training espaliers. The posts should be about eight to 10 feet apart, and the wires 18 to 24 inches apart. The closer together such wires are, the simpler will be the training operation. A wire of about nine gauge is strong enough to act as a support. Illustration A shows a Hicks yew in its early stages of training, and illustration B shows the plant sufficiently trained to be used in a landscape job.

Yews can be trained easily on lateral wires, while shrubs like tea viburnum, because of their greater stem complexity, are better trained on a fence such as the one shown in Illustration C. Vertical supports are needed occasionally in training plants like the Burford holly shown in illustration D, because horizontal wires alone are not sufficient to offer proper guidance. The vertical support can be removed after the plant has reached sufficient height. The length of time needed to train an espalier is determined by the particular shrub or tree used. Forsythias may be trained in only three years, while a Hicks yew may require five to eight years' training. Other factors are the size of the espalier that is needed and the age of the plant at the time of its initiation to espalier training. It is more advisable to start young plants than old ones, but the latter can be used if necessary.

When one selects an older plant

for espalier training, there are several things that he should consider. First, the plant must be placed as near the support as possible. Second, there must be a flat side to the shrub in order for it to be trained on a wall or support. With these points in mind, one should select the better face of the plant and then prune so that the poorer side is flat. Any heavy roots should be removed from the flat side in order for the plant to be located as close to the support as possible. One should not plan to bend an old root so that it is headed in a different direction. This is asking for trouble. The older basal branches should be removed to leave four or five evenly spaced healthy stems. Weak, spindly branches should be eliminated at this time. One can then prune the plant to the form desired as he adjusts the branches against the support. The

branches must, of course, be tied in position. When one uses older, untrained plants, he should be more careful of his selections. Cotoneasters, yews, Japanese holly and other plants that naturally tend toward a fanlike form are well adapted to espalier use.

Attaching Supports to Brick

If wires are to be used as espalier supports against a brick or stone wall, the method of attaching them requires attention. There are several types of wall nails that can be used to hold small branches and light wire, but when any weight is involved, something sturdier must be used. Heavy screw eyes can be inserted into rawl plugs. Other methods include the insertion of $\frac{5}{8}$ -inch expansion shields with eye bolts in openings made with a star drill.

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Illustration F—Large yews covering a barren wall look better combined with a base planting like this one of pachysandra.



Illustration G—Forsythias are shrubs that lend themselves to espalier work, because of their pliable branches.



Irrigation System for Ornamentals at Shenandoah, Ia.

A Busman's Holiday

Part II. A Visit to the Midwest

By A. O. Rasmussen

August 25, after entering Illinois, we saw the first midwestern use of the multiflora rose hedge. The litter bug signs, indicating heavy fines for littering the highways, were also noted, and they seemed really effective.

We continued our journey past the wide-spreading Chanute air force base to the University of Illinois, Urbana. Time still permitted us to inspect the famous test gardens, where 525 varieties of flowers were on display. Specific tests are being made of iris and day lilies. The Queen Helen canna was one of the most outstanding of the numerous canna displays. Across from the flower test gardens are located the vegetable plots. Beautiful honey locusts are to be found around many of the buildings.

Chrysanthemum Tests

The following morning I went to the Horticultural building to meet Prof. J. R. Culbert, a former associate of mine at Pennsylvania State University. Professor Culbert was the recipient of the foundation for floriculture award in 1956 for his outstanding research in the development and dissemination of the Illini chrysanthemums.

Professor Culbert has 350 varieties of chrysanthemums under test and has introduced 36 outstanding varieties since 1950. Two of the best chrysanthemums are Illini Snow-drift, a shaggy white, and Illini Igloo, a white pompon. Professor Culbert informed me that courses in turf and nursery management had been started at the university in the regular curriculum this summer.

Prof. Charles E. Ackerman, part-time resident, teaching and extension specialist, is the instructor.

Prof. G. M. Fosler, who has been doing intensive breeding work with iris and day lilies, has introduced three varieties for trial in 1957. Professor Fosler is in charge of the annual trial gardens. The University of Illinois has 35,000 square feet of glass, much of which is being used for experimental work.

Springfield Sites

Our next point of visit was Springfield, Ill., where we wished to see the last resting place of Abraham Lincoln at Oak Ridge cemetery. This memorial should be seen by every American. Leaving the beautiful tree-lined drives of the cemetery we went to Abraham Lincoln's home in Springfield. Many visitors thronged this historic site. Much of the original furniture has been returned to the home, and this has been used as a nucleus in restoring the house, as nearly as possible, to its original

appearance when the Lincolns lived there. We returned to our hotel tired but comforted, knowing that we had seen two of the memorable sites of which Illinois can well be proud.

Making an early start, next day, we moved on to New Salem state park, another area associated with Lincoln. The park is situated on a hill, 100 feet high, overlooking the Sangamon river valley. The six years that Abraham Lincoln spent in New Salem practically encompasses the town's brief history. The 13 cabins, plus the Rutledge tavern and ten shops, stores, industries, and the school where church services were held have been reproduced and furnished as they were in the 1830's. Flowers, vegetable gardens and trees have been planted for historical authenticity and to recreate the original village scene. Osage orange hedges, red haw, wild crab and plum, witch hazel, wild blackberry and gooseberry and other plants and trees which were popular with New Salem pioneers have been planted about the site. Even at the homes of the two doctors in the village, herb gardens grow once more. Many visitors, conducted by able guides, were touring the site.

Iowa State College

After lunch at the New Salem lodge, we started on our journey toward Iowa. On the way we noticed the familiar signs of the 4-H Clubs, welcoming us into the respective counties. Hybrid corn fields bordered each highway, and in spite of lack of rainfall the fields looked fresh and vigorous. Our first heavy rainstorm came shortly after we had obtained our lodging in a motel at Oskaloosa, Ia.

The following morning we moved on toward Ames, the home of Iowa State College. Many of the fields have been advertised as being fertilized with anhydrous ammonia.

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Trial Gardens of the Earl E. May Seed Co., at Shenandoah, Ia.

Buying for Garden Center Profits

By Jack F. Schneider

Volumes have been written regarding selling, courses in instruction have been numerous and articles appear constantly in trade magazines on how to build sales and get more customers. This is all fine and important, but I feel that too much emphasis has been placed on selling and not nearly enough on buying. Buying can make or break a concern. To my mind it is fully as important as selling and fully as deserving of thought and study.

Many attractive garden centers, adequately stocked with quality merchandise and staffed with reasonably intelligent sales personnel, may fail to have the right merchandise to offer at the right time, priced to yield a fair profit. From here on I shall discuss buying in relationship to such an operation. Are the right things being bought? Are they being purchased at the proper wholesale prices? Are they being ordered in sufficient quantity to effect savings? Is buying being done so bills can be discounted? These and other points will be discussed.

Let me say at the outset that in no way do I mean to encourage sharp practices in buying or "chiseling" on the supplier. He, too, has to make a profit in order to stay in business. But a nurseryman must take advantage of the supplier's various offers and buy in an intelligent manner so as not to have money tied up in dead or slow-moving inventory.

Before I proceed, it might be well to mention markup and how to figure it. In today's retail operations markup is based on the retail price. Markup terminology has created much confusion and the wrong system can lead to a low net profit at the end of the year. For example, if something costs \$1 and is sold for \$2 the latter price represents a 50 per cent markup and not a 100 per cent markup as some people believe. One may clarify this point by working back from the selling price. Suppose a nurseryman were going to offer a \$2 item to someone at cost—what discount would be allowed, 50 per cent or 100 per cent? Obviously, a 100 per cent discount would leave nothing; therefore the only figure that will give the seller his \$1 cost is a 50 per cent discount. Markup is calculated from the selling price, just as discount is.

It has been determined by most legitimate retail establishments of to-

day that a 40 per cent markup must be taken on nonperishable merchandise. I am speaking of establishments that offer the various services that nurseries and garden centers offer, i.e., free deliveries, charge accounts, free information, etc. On nursery stock or stock of a perishable nature a 50 per cent or higher markup must be realized.

Many wholesalers or manufacturers still seem to think that a 33 1/3 per cent markup is adequate for the retailer, but, with increased overhead costs of today, merchants should consider discontinuing any product with less than a 40 per cent markup. In other words, for every 60 cents of cost \$1 must be received in gross retail sales. Incidentally, transportation should generally be figured as part of the cost. It is true that discount houses, cash-and-carry stores, etc., do operate on lesser margins, but the great majority of garden centers do not operate under such low overhead conditions.

At this point I might interject the thought that it is not always the cost of an item that determines its retail price; what the product will bring from the consumer is sometimes the decisive factor. When pricing a good item in strong demand, one may disregard percentages and get all the traffic will bear. This will help to make up for some of the items that must occasionally be sold at a loss.

Records Guide Buying

One of the most important aids to intelligent buying is the keeping of adequate records. No one but a genius should ever hope to accomplish proper buying without written records of some kind. I do not mean that one should bog himself down with time-consuming records, but certainly seasonal items that are generally ordered in advance rate a comprehensive listing. Roses, fruit trees and shade trees are some of the items that fall into this category. All of the varieties and kinds should be listed alphabetically, and then, in columns opposite these names, the quantities purchased from various

suppliers and other necessary information should be entered, as shown in the accompanying chart.

An important step in inventory control is to check it several times throughout the season and by all means at the season's end. Any excessive overages or shortages must also be recorded. Next season this information will be a wonderful aid in placing a new order. Separate listings can be kept for climbers, floribundas and nonpatented varieties in order to facilitate matters. Any extraordinarily large sale of some particular item should be noted if possible. Other items of nursery stock can be listed in a master book, where the amounts purchased can be recorded.

Sometimes the order acknowledgment received from the supplier can serve as a guide to next year's order, especially if notations are made on it as to reorders during the season or overages at the season's end. This same system can be applied to many store items, such as hoses, lawn mowers, etc., although here again the records of the suppliers can be of great help.

Visible Inventory

The second most important aid to intelligent buying is a visible inventory. By this I mean having all the stock of an item in one place and in view of the customer. As I mentioned in a previous article, the modern trend in merchandising is the elimination of storerooms in garden stores and the consolidation of stock in nurseries. Of course, this system is not always feasible, especially if one has a tremendous seasonal turnover and must stock unusually large quantities of certain items. Difficulties may also arise in combination wholesale and retail operations, but the basic principle nevertheless can apply. By consolidating inventory and having it visible, a garden center operator will probably sell more and make work easier for his clerks, but, most important, he will avoid duplicating stock

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				On Hand Season's End	Over or Short Approx.
Bush Rose	Jones & Co.	Smith & Co.	Total		
Charlotte Armstrong	150	20	170	0	O.K.
Chrysler Imperial	60	30	90	0	20 short
Peace	150	30	180	5	O.K.
Tiffany	50	20	70	10	10 over

Nursery Salesmanship

By Charles H. Perin

The ability to make sales is not a mysterious talent that successful men in this vast field were born with—not at all! Successful salesmen have either learned certain basic principles before they began selling or picked up through experience various techniques that produce sales. The faster certain principles are mastered, the more rapid will be your build-up of orders.

Nursery selling, like all types of selling, first requires knowledge of the product. The more thoroughly the product is known the easier selling becomes. You have broken down the buyer's initial resistance when you have convincingly proved your familiarity with nursery plants. Know what particular plants will and will not do. Be confident and by all means be honest. Always strive for your customer's confidence and respect.

To gain a complete knowledge of your product, review your nursery's plants. Read all the material time will permit. Live with your product. Learn everything you can about it. Know why your product is better, why your service is superior, what you give that your competitors do not give. In this way customers' questions can be answered instantly and with authoritative forcefulness.

Law of Averages Aids

I do not know of any substitute for sweat. Work hard at selling, and a certain amount of reward must come to you. If you visit 10 customers a day and are not getting a good percentage of sales, visit 20—or 30! This way you have an important force on your side—the law of averages. Naturally there is more to nursery selling than simply visiting as many prospects as possible. I am sure it is true, however, that a salesman having little more than stubborn determination can bull through a living in nursery sales.

Determination to work is most surely one factor of landscape sales. Couple this with a thorough knowledge of your product and you have reached the next or middle level of selling.

The next climb is the most difficult because it is the hardest to understand. Some call it "magnetic personal quality" while others refer to it as "finesse" or "feel." It is a sense that signals to you to make your sale by means of a particular

The author of this article, Charles H. Perin, owner of Charles H. Perin Landscape & Supply Co., Cincinnati, O., has long been interested in the art of salesmanship. This treatise has been written as an aid to landscape organizations in grooming and shaping their salesmen.

Having obtained a bachelor of science degree in landscape architecture at the University of Cincinnati, Mr. Perin continued his education by receiving his master of science degree in landscape design from the University of Massachusetts. Besides his landscape design headquarters at Cincinnati he operates a 108-acre nursery in Newton, O. Prior to forming his own organization, he worked for the W. A. Natorp Co., Cincinnati, O., as head of the western division sales; for the Siebenthaler Co., Dayton, O., as landscape designer and salesman; for Desmond & Yarwood, Inc., Simsbury, Conn., as landscape architect and site planner, and for the University of Massachusetts, Amherst, as instructor of plant identification.

approach. To bridge that canal standing between you and the order there are almost always one or more roads, if you can only find them.

Following a no-thoroughfare road will lead only to a splash in the canal—no sale! The trained will pick up a signal in the customer's reactions. For example, if one idea registers a marked impression on the client, follow through on that lead. Concentrate on it! That road has a bridge across the canal to your goal—the order.

Follow Interest Leads

If that bridged avenue is, for instance, distinctive design, then by all means hammer away at it. If it is privacy, then concentrate on the advantages of graceful screening that your plants will give.

Fit your product to the individual need of the buyer. When you can convincingly show what your product will do for him, he will actually help you close the order. This third phase takes imagination, sincere personal interest in the prospect and a sensitiveness that telegraphs to you the avenue that has the bridge.

Nursery selling can, for simplicity, be divided into three parts. The first

requires simply an order blank and a pencil. In this type of selling the customer knows she wants, let us say roses for instance, and if you have roses there the sale is, with a ribbon tied around it. As a further breakdown, this type of sale can be handled by three types of salesmen.

Salesman Types

The \$65-a-week salesman wraps up six roses selected by the customer and returns with the change from the \$10 bill. He has done his job. The \$85-a-week salesman carries nine roses out to the car together with a 10-pound sack of all-purpose rose dust and invites the customer to stop again. The \$200-and-more a week salesman explains that roses do best in full sunlight, in perfectly drained, rich, loamy soil, and are more easily cultivated and picked without need of stepping in the bed when the rose plants are staggered in rows of three or four to a bed width—the bed length being determined only by available space and enthusiasm. An all-purpose rose dust controls most rose pests, he explains, and should be applied from both below and above every 10 days and after every rain. A summer mulch of peat moss keeps roots cool, conserves moisture for rose growth, conditions the soil and gives a neat, clean, crispness to rose beds.

Is this helpful information? Of course it is! Did it take more than a few minutes? No! Do you think the customer stopped at six or nine roses? The salesman delivered three dozen roses, 25 pounds of rose dust, 100 pounds of rose food and two bales of peat moss and, in all probability, had the nursery crews prepare an ideal bed, plant the roses and take out that dead apple tree that had been standing in the rear yard for so long.

Inquiry Sales

The second type of nursery sales deals with inquiries. Here a prospect initiates action by requesting a representative to call on her. "Mr. \$65" delays several days or even a week before getting there. When he does arrive he talks price immediately. If he is lucky, he takes down her order and promises her that the plants will be out before long.

"Mr. \$85" returns her telephone call just as soon as the inquiry is turned over to him. He makes an appointment and arrives promptly at the agreed time. He displays enthusiasm and interest and makes positive suggestions, not negative criticisms. He knows his subject and passes on helpful knowledge to the

[Continued on page 102]

The Propagation of Tree Peonies

By Harold Hicks

The tree peony grows in the wild state in mountainous country in Asia. References have been made to it as far back as 536 A.D. It was known as the king of flowers and was given the most prominent and sacred place in the gardens of the imperial palaces.

The Dutch were the first to write about the tree peonies of China, but it was more than 100 years after the Dutch writings that English explorers sent plants home and that a real interest in them was born. From about 1860, Dutch, English and French nurserymen imported tree peonies, propagated them and made selections. Among the importers of these peonies in this country are Cottage Gardens, Lansing, Mich. This firm has imported many varieties of the lutea hybrid types, especially from the famous House of Lemoine, in France.

There are three main types of tree peonies, European, lutea hybrids and Japanese. Because of the greater activity of various European nurserymen, the European varieties, such as Banksi, Souv. de Ducher, Reine Elizabeth and Jules Pirlot, became the most widespread in this country during the past 50 years. Cottage Gardens are gradually discarding this type, however, in favor of the lutea hybrids and the Japanese varieties because they are more floriferous and bloom at an earlier age.

The lutea hybrids originated in France chiefly through the efforts of Prof. Louis Henry and Victor and Emile Lemoine. This type of peony is outstanding in having many pure yellow (there are no true yellow herbaceous peonies), orange and terra-cotta colors. Some varieties that should be mentioned are Souv. de Maxime Cornu, a full-double, deep yellow, heavily shaded orange salmon; Alice Harding, a nearly pure lemon yellow, and Flambeau, Satin Rouge and Surprise, three beautiful full-double varieties of yellow heavily shaded with orange or red. The one drawback to the lutea type is the flowers' habit of drooping and becoming hidden in the foliage. However, as the plant grows larger and older, four to six feet in height, this drawback becomes an asset, in that flowers then can be seen at eye level from the side.

Mention must be made of the



Four stages in the propagation of tree peonies: Center front, new graft; left, plant in 3-inch pot; right, plant in 5-inch pot; center back, 5-year-old field plant.

work of the late Prof. A. P. Saunders, of Hamilton College, Clinton, N. Y., who developed a new group of tree peonies, mostly single and semidouble, with a wide range of colors, in nearly 75 varieties. Only a few, such as Argosy, a clear, bright, single yellow, are available. Many more of Professor Saunders' varieties will be seen in the future.

The Japanese type offers more graceful plants, with foliage that is more beautiful and single, semidouble and double flowers above the foliage. The colors are always vivid. One must see to appreciate such varieties as Yaso-no-Mine, a pure double white with blooms eight to 10 inches across; Kuro-botan, a semidouble dark velvet maroon, and Adzuma-Kagami, glowing deep carmine.

Propagation Methods

Tree peonies can be propagated by several methods, but only one will be fully discussed here.

Seedlings can be produced quite easily, and the resulting plants are sturdy and vigorous. However, only 10 to 15 per cent will produce blooms of pleasing color. It is probably an injustice to sell a plant that will almost surely be a disappointment when it begins to bloom three to five years after planting.

Cottage Gardens have been experimenting with propagation by cuttings. Results to date have been too poor for commercial value.

About 20 to 30 per cent of the cuttings have rooted under summer mist, and if one cutting will root, there must be a way to root more.

Grafting

The common method of propagation is by grafting in late July and August. Cottage Gardens use herbaceous peony roots for the understock. Best results are obtained with Mons. Jules Elie, Sarah Bernhardt



Top: Tree peony scion before wedge-shaped cut was made.

Middle: Herbaceous understock, showing type of cut for grafting.

Bottom: Tree peony scion inserted into herbaceous understock.



Fresh Peony Grafts in Greenhouse Bench

and Felix Crousse. The understock should be about four inches long and one-half to three-quarters inches wide. Scions of named varieties are used. Each scion is a stem about one and one-half inches long, with one leaf attached and one bud in the leaf node. The understock receives a slit about two inches long at the top end, toward one side. A long V cut is made on the scion, which is inserted in the slit in the understock. Rubber budding strips are used to hold the scion in place. A good union is always assured because the herbaceous root is pliable. The graft is dipped in a ferimate solution and placed in a sweat box in a greenhouse bench, in a medium of sand and peat. The grafts remain there until about October 1, at which time they have knitted, and the new hair roots have formed on most of the understocks.

The grafts are then potted in 3-inch rose pots, plunged in cold-frames and covered with about two inches of sharp sand. The only care needed is to keep the plants watered and the dead leaves picked out. Spraying three times in early spring with ferbam or a similar solution keeps any diseases from entering.

True Rooting Is Objective

The following fall the plants are shifted to 5-inch pots and then plunged six inches deep in outdoor frames. This is done so that new roots will be formed above the graft union. The plants can be left in the 5-inch pots for a year or two and then planted to field rows, where again they should be planted deeply, six to 10 inches under the surface, to induce true own roots to form.

Some criticism has been made because the old herbaceous root tends to enlarge, and it is felt that it is not a good root for long life. However, if the plants are planted deeply, the

union being from six to 10 inches below the surface, true roots will almost always develop and the herbaceous root become secondary.

The new propagator is warned that all is not so simple as it sounds, mainly because of the difficulty in getting the plants to live until true tree peony roots are formed. The actual grafting is easy, and good results are obtained with the greenhouse bench. But the period while the plants are potted is the critical stage. Results obtained vary considerably with the variety. For example, with Yaso-no-Mine, a beautiful Japanese double white, 70 to 80 per cent can be expected to root, but with Adzuma-Kagami, a semidouble violet red, 20 to 30 per cent can be anticipated. Probably no one expects much more than 50 per cent satis-

factory results, although everyone keeps striving for better methods.

Culture

Culture of the tree peony, like that of the herbaceous type, is simple. Both require well-drained soil, full sun or semishade and normal fertilization. Tree peonies, however, are susceptible to botrytis blight of the stems. Cutting out dead wood and maintaining general cleanliness will normally be sufficient to prevent the trouble. Spraying or dusting with ferimate or Bordeaux once before the buds break and two times at 2-week intervals after leaves are formed will give excellent control. Tree peonies are completely hardy and, when properly planted, will remain in the garden practically forever.

Flowering Crab Apples

By Arie F. den Boer

There is something reassuring about flowering crab apples—something constant and dependable. I have nothing against roses—in fact, I love them. But when I see that in 1956 alone some 60 to 70 plant patents were issued for roses, it makes my head swim. How can any nurseryman be expected to keep up to date on new plants that are poured on the market in such numbers year after year?

That is why I say there is something steady about crab apples that should appeal to landscape men and growers alike. To be sure, new varieties show up here and there, but only a few are actually considered important enough to become accepted as worthwhile. It is also of interest to note that most of the leading varieties of 40 or 50 years ago, or even longer, are still among the most desirable.

One of the oldest, the Scheidecker (*Malus scheideckeri*) is an old German variety that is still one of the best, a good semidouble rose pink. The Jay Darling crab apple, one of the finest purple-flowered tree forms, originated more than 50 years ago. The large shrub types like the Arnold (*M. arnoldiana*) and the Japanese flowering crab apple (*M. floribunda*) have long been favorites. They are rather similar in growth, with rose-red buds, pink to white flowers and

yellow fruits. For the average nurseryman it would hardly be necessary to carry both in stock. However, there is enough difference in the structure of the plant, in the size of the flowers and in the type of the fruits to warrant the use of both in extensive landscape jobs.

The Sargent crab apple (*M. sargentii*) is an excellent, low-growing species. It usually does not exceed eight feet in height, but it is often broader than high. The countless white flowers and the dark red fruits make it a valuable ornamental in places where space is limited. Another fine white species is the shrubby Toringo (*M. sieboldii*), which, like the Sargent, comes into flower at the end of the crab apple blossom season. There are several forms, some with red, others with yellow, fruits.

The earliest of all crab apples to open its blossoms is the Manchurian. For that reason it is useful in stretching the flowering season. The Manchurian belongs to the true Siberian crab apples (*M. baccata*). All of them have pure white flowers and, usually, red fruits. The Siberian is the most attractive fruit is the Jack crab apple (*M. baccata jackii*), which grows wild in Korea. A fine variety to plant with the Manchurian is the midget (*M. micromalus*). This species also is early, and its beautiful pink blossoms show off well against the white of the mandshurica.

The Echtermeyer crab apple, also known as the pink weeper, is an inter-

[Continued on page 69]

Address, "Some Outstanding Old and New Varieties of Flowering Crab Apples," given by Arie F. den Boer, Des Moines, Ia., at the Iowa nurserymen's landscape conference, Ames, Ia., early this year.

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Standard 3 to 5-eye divisions from young plants not over 3 years old. We do not cut flowers from our fields; so you get strong, healthy plants. (*) Recommended for cut flowers.

	Per 100		Per 100
Albert Crousse (8.6), pink	\$ 35.00	Mme. Emile Galle (8.5), light rose-pink	\$50.00
*Baroness Schroeder (9.0), flesh-pink changing to white ...	45.00	Mme. Jules Dessert (9.4), creamy-white	60.00
*Duc de Wellington (7.8), sulphur-yellow turning white ...	35.00	*Martha Bulloch (9.1), old rose pink	75.00
*Duchesse de Nemours (8.1), sulphur-white to white	40.00	*Mary Brand (8.7), dark crimson ..	55.00
*Edulis Superba (7.6), deep pink ..	30.00	Mikado (8.6), Japanese type, dark crimson	55.00
*Felix Crousse (8.4), rosy-red	40.00	Myrtle Gentry (9.1), rosy-white suffused salmon	75.00
*Festiva Maxima (9.3), white flecked red	40.00	*Sarah Bernhardt (9.0), light rose pink	40.00
*Fontanelle, dark red	40.00	Therese (9.8), old rose pink	75.00
Francois Ortegat (6.7), deep crimson	28.00	Peonies by Color	
James Kelway (8.7), pale pink	50.00	Pink, unnamed	25.00
Marie Lemoine (8.5), lemon-white ..	45.00	Red, unnamed	25.00
*Mme. de Verneville (7.9), white	35.00	White, unnamed	25.00

Write for complete price list.

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COMING EVENTS

MEETING CALENDAR

October 18 to 20—20th annual Texas Rose Festival, Tyler, Tex.

October 23 to 25—American Horticultural Congress, 12th annual congress, Albany hotel, Denver, Colo.

November 7 and 8—Holly Society of America, summer meeting, Longwood Gardens, Kennett Square, Pa.

November 21 to 23—Plant Propagation Society, annual meeting, Wade Park Manor, Cleveland, O.

December 2 and 3—Minnesota State Nurserymen, annual convention, Curtis hotel, Minneapolis, Minn.

December 3 to 5—New York State Nurserymen's Association, short course, Cornell University, Ithaca, N. Y.

December 4 to 6—Wisconsin Nurserymen's Association, annual convention, Hotel Schroeder, Milwaukee, Wis.

December 9 and 10—Nebraska Association of Nurserymen, winter meeting, Cornhusker hotel, Lincoln, Neb.

January 6 to 8, 1958—Indiana Association of Nurserymen, winter meeting, Purdue University, Lafayette, Ind.

January 8 to 10—Indiana Arborists' Association, winter meeting, Purdue University, Lafayette, Ind.

NEBRASKA WINTER DATES

James B. Elliott, secretary of the Nebraska Association of Nurserymen, announces that the association has chosen December 9 and 10 as the dates for its winter meeting. The event will take place at the Cornhusker hotel, Lincoln, Neb.

INDIANA ARBORISTS

Purdue University, Lafayette, Ind., will be the headquarters for the Indiana Arborists' Association. The group will open its winter meeting January 8, 1958, the last day of the Indiana Association of Nurserymen's meeting at the university, and sessions will continue through January 10.

PLAN ARIZONA MEETING

The annual convention and short course of the Arizona Nurserymen's Association has been scheduled for December 10 and 11 at the Student Union building of the University of Arizona, Tucson. Program arrangements for the short course are being made by Joseph Folkner, of the A. N. A., in cooperation with the department of horticulture of the university.

[Continued on page 23]

Keeping its promise...



Dr. J. M. Burkhardt of Olympia, Washington, with the Pink Favorite rose that won him the Grand Sweepstakes at the Portland Rose Show in June, 1957. Pink Favorite was hybridized by Gordon Von Abrams of Peterson & Dering.

Available from P&D or the following nurseries who grow all or part of these varieties:

ARP NURSERY • BOSLEY NURSERY • C. R. BURR & CO., INC. • CONSOLIDATED NURSERIES, INC. • ILGENFRITZ NURSERIES CO. • GERALD K. KLYN, INC. • MAYWOOD ROSE NURSERY • MENTOR ROSE GROWERS, INC. • MOUNT ARBOR NURSERIES • PARAMOUNT NURSERIES • ROSEWAY NURSERIES • SHENANDOAH NURSERIES • VAN HEVELINGEN NURSERY • WAYSIDE GARDENS • MELVIN E. WYANT



H. T. ROSE
PINK FAVORITE

Pat. No. 1523

Long, pointed buds of deep rich pink. New type glossy, disease-resistant foliage.

"Most promising pink rose in many years," a famous rose grower said last year of Pink Favorite. And this year it seems to be keeping its promise... adding the Grand Sweepstakes, the "best three" and "best five" awards of the Portland Rose Show to the Gold Medal and other honors it has already won.

The demand for Pink Favorite continues to surprise us. Last year we ran out early, but this season we hope to supply everyone. Orders placed now will be certain of delivery.

EASTERN NURSERYMEN: For listings and quotations, contact: Frank C. Donovan, 130 East 233rd Street, Euclid, O.

OTHER P&D INTRODUCTIONS

ENCORE. (Pat. Applied For) New floribunda of silver-pink. P&D disease-resistant foliage.

BURNABY. (Pat. No. 1314) Hybrid tea of rich empire yellow. Gold Medal Winner, United States and England.

THE DUKE. (Pat. No. 1522) Red-gold bi-color hybrid tea. Highly rated at 9.0.

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We are pleased to offer for fall, 1957, and spring, 1958, the following Hardy Native Collected Ferns, Wild Flowers, Evergreens, Deciduous Trees and Shrubs. All are first-quality material, dug and packed by experienced men.

Terms are cash with order from unknown customers. To those of approved credit, terms are net 30 days from date of shipment. Boxing extra at cost. We sell 50 of the same size and variety at the 100 rate, 500 at the 1000 rate.

We do **not** have the Japanese Beetle.

Varieties marked (*) are suitable for rock gardens.

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Ferns are one of our most useful groups of plants. They grow best in a shady location, but some will thrive in full sun. The following ferns are strong, clumpy plants and include the best varieties for general use. Varieties marked (†) will succeed in the open sun.

	Per 12	Per 100	Per 1000
* <i>ADIANTUM pedatum</i> (American Maidenhair).....	\$3.00	\$15.00	\$100.00
* <i>ASPLENIUM platyneuron</i> (Ebony Spleenwort).....	3.00	18.00	
<i>ASPLENIUM trichomanes</i> (Maidenhair Spleenwort).....	3.00	18.00	
† <i>ATHYRIUM filix-foemina</i> (Lady Fern).....	2.50	12.00	100.00
<i>pycnocarpum</i> (Narrow-leaved Spleenwort).....	3.00	20.00	
<i>thelypteroides</i> (Silvery Spleenwort).....	2.50	15.00	
* <i>CAMPTOSORUS rhizophyllus</i> (Walking Fern).....	3.00	18.00	
* <i>CYSTOPTERIS bulbifera</i> (Berry Bladder Fern).....	2.50	12.00	100.00
† <i>DENNSTAEDTIA punctilobula</i> (Hay-scented Fern).....	2.50	12.00	100.00
† <i>DENNSTAEDTIA punctilobula</i> square foot sods.....	5.00	40.00	300.00
<i>DRYOPTERIS cicutaria</i> (Clinton Wood Fern).....	3.00	20.00	300.00
<i>cristata</i> (Crested Wood Fern).....	3.00	15.00	100.00
* <i>disjuncta</i> (Oak Fern).....	3.00	15.00	
<i>goldiana</i> (Goldie Wood Fern).....	4.00	30.00	
* <i>hexagonoptera</i> (Broad Beech Fern).....	4.00	25.00	
* <i>marginalia</i> (Leather Wood Fern).....	2.50	12.00	100.00
* <i>novboracensis</i> (New York Fern).....	2.50	12.00	
* <i>phlegopteris</i> (Narrow Beech Fern).....	2.50	12.00	100.00
* <i>spinulosa</i> (Toothed Wood Fern).....	2.50	12.00	100.00
<i>thelypteris</i> (Marsh Fern).....	2.50	12.00	
† <i>ONOCLEA sensibilis</i> (Sensitive Fern).....	2.50	12.00	100.00
* <i>OSMUNDA cinnamomea</i> (Cinnamon Fern).....	3.00	15.00	120.00
† <i>claytoniana</i> (Interrupted Fern).....	3.00	15.00	120.00
<i>regalis</i> (Royal Fern).....	3.00	15.00	120.00
* <i>POLYPODIUM vulgare</i> (Common Polypody) sods.....	2.50	12.00	100.00
* <i>POLYSTICHUM acrostichoides</i> (Christmas Fern).....	2.50	12.00	100.00
* <i>POLYSTICHUM braunii</i> (Braun Holly Fern).....	5.00	12.00	100.00
† <i>PTERETIS nodulosa</i> (Ostrich Fern).....	2.50	12.00	100.00
† <i>PTERIDIUM aquilinum</i> (Bracken).....	3.00	15.00	120.00
† <i>WOODSIA ilvensis</i> (Rusty Woodsia).....	3.00	18.00	
* <i>WOODSIA obtusa</i> (Common Woodsia).....	3.00	18.00	
<i>WOODWARDIA virginica</i> (Virginia Chain Fern).....	2.50	12.00	100.00

HARDY NATIVE ORCHIDS

	Per 12	Per 100	Per 1000
<i>CALOPOGON pulchellus</i> (Grass Pink Orchid).....	\$ 4.00	\$30.00	
<i>CYPRIPEDIUM acaule</i> (Pink Lady's-slipper), large flowering plants.....	3.00	18.00	\$150.00
2 to 4-crown clumps.....	8.00	60.00	
<i>pubescens</i> (Common Yellow Lady's-slipper), 1-crown plants.....	3.50	22.00	200.00
clumps with 2 or 3 crowns.....	7.00	50.00	
4 to 8 flowering crown clumps.....	12.00	100.00	
<i>reginae</i> (spectabile) (Showy Lady's-slipper), 1-crown plants.....	3.50	22.00	200.00
clumps with 2 or 3 crowns.....	7.00	50.00	
4 to 8 flowering clumps.....	12.00	100.00	
<i>GOODYERA pubescens</i> (Downy Rattlesnake Plantain).....	4.00		
<i>HABENARIA ciliaris</i> (Yellow Fringe Orchid).....	6.00	50.00	
<i>limbrata</i> (Large Purple Fringe Orchid).....	6.00	50.00	
<i>lacera</i> (Green Fringe Orchid).....	6.00	40.00	
<i>psycodes</i> (Small Purple Fringe Orchid).....	6.00	50.00	
<i>ORCHIS spectabilis</i> (Showy Orchid).....	6.00	50.00	
<i>POGONIA ophioglossoides</i> (Rose Pogonia).....	4.00	30.00	
<i>SPIRANTHES cernua</i> (Nodding Lady's-tresses).....	6.00		

HARDY NATIVE LILIES AND BULBOUS PLANTS

	Per 12	Per 100	Per 1000
<i>ARISAEMA triphyllum</i> (Indian Jack-in-the-pulpit).....	\$2.50	\$12.00	\$100.00
* <i>CONVALLARIA majalis</i> (Lily of the Valley), sods.....	4.00	25.00	
* <i>DICENTRA canadensis</i> (Squirrel Corn).....	3.00	15.00	
* <i>culicularia</i> (Dutchman's-breeches).....	3.00	15.00	
* <i>ERYTHRONIUM americanum</i> (Common Fawn Lily).....	2.50	15.00	
<i>LILIUM canadense</i> (Canada Lily), extra-large.....	6.00	40.00	
first size.....	3.00	18.00	150.00
second size.....	2.00	12.00	100.00
<i>flavum</i> (Yellow Canada Lily).....	3.00	18.00	150.00
* <i>philadelphicum</i> (Wood Lily), extra-large.....	5.00	40.00	
first size.....	3.00	20.00	
second size.....	2.50	15.00	
<i>superbum</i> (Turk's-cap Lily), extra-large.....	7.00	50.00	
strong selected first size.....	3.50	20.00	180.00
medium first size.....	3.00	16.00	140.00
<i>virginum</i> (Tiger Lily).....	3.00		

LILIES AND BULBOUS PLANTS, Cent.

	Per 12	Per 100	Per 1000
<i>MERTENSIA virginica</i> (Virginia Bluebells), mammoth roots.....	\$3.50	\$25.00	
strong first size.....	3.00	20.00	\$150.00
medium flowering size.....	2.50	12.00	100.00
* <i>SANGUINARIA canadensis</i> (Bloodroot), first size.....	2.50	12.00	100.00
* <i>TRILLIUM erectum</i> (Purple Trillium), first size.....	2.50	12.00	100.00
* <i>grandiflorum</i> (Snow Trillium), first size.....	2.50	12.00	100.00
<i>sessile</i> (Red Toad Trillium), first size.....	2.50	15.00	
<i>sessile luteum</i> (Yellow Trillium), first size.....	2.50	15.00	
* <i>stylolatum</i> (Rose Trillium), first size.....	2.50	15.00	
* <i>undulatum</i> (Painted Trillium), first size.....	2.50	12.00	100.00

HARDY NATIVE AQUATIC AND BOG PLANTS

	Per 12	Per 100	Per 1000
<i>ACORUS calamus</i> (Drug Sweet Flag).....	\$3.00	\$20.00	
<i>ASCLEPIAS incarnata</i> (Swamp Milkweed).....	3.00	20.00	
<i>CALLA palustris</i> (Wild Calla).....	3.00	20.00	
<i>CALTHA palustris</i> (Common Marsh Marigold).....	2.50	12.00	100.00
<i>CHELONE glabra</i> (White Turtlehead).....	3.00	20.00	
<i>IRIS prismatica</i> (Cubegood Iris).....	3.00	20.00	
<i>IRIS versicolor</i> (Blue Flag Iris).....	2.50	15.00	120.00
<i>MIMULUS ringens</i> (Allegheny Monkey Flower).....	4.00	30.00	
<i>NUPHAR advena</i> (Spatterdock Cow Lily).....	4.00	25.00	
<i>NYMPHAEA odorata</i> (American Water Lily).....	4.00	25.00	
<i>PONTEDERIA cordata</i> (Pickersweed).....	3.00	18.00	
<i>SAGITTARIA latifolia</i> (Common Arrowhead).....	3.00	20.00	
<i>SARRACENIA purpurea</i> (Common Pitcher Plant).....	3.00	20.00	
<i>THALICTRUM polygamum</i> (Tall Meadow Rue).....	3.00	20.00	150.00
<i>TYPHA latifolia</i> (Common Cattail).....	3.00	18.00	

HARDY NATIVE WILD FLOWERS AND GROUND COVER PLANTS

	Per 12	Per 100	Per 1000
* <i>ACTAEA alba</i> (White Baneberry).....	\$3.00	\$18.00	
* <i>ACTAEA rubra</i> (Red Baneberry).....	3.00	18.00	
<i>ANEMONE cylindrica</i> (Candle Anemone).....	3.50	20.00	
<i>ANEMONE quinquefolia</i> (American Wood Anemone).....	3.00	15.00	
* <i>ANEMONELLA thalictrifolia</i> (Anemone).....	3.00	20.00	
* <i>AQUILEGIA canadensis</i> (American Columbine).....	3.00	15.00	\$120.00
<i>ARALIA hispida</i> (Bristly Aralia).....	3.00	18.00	
<i>ARALIA nudicaulis</i> (Wild Sarsaparilla).....	3.00	18.00	
* <i>ASARUM canadense</i> (Canada Wild Ginger).....	3.50	15.00	120.00
<i>ASTER arcticoides</i> (Heath Aster).....	3.00	18.00	
<i>ASTER linariifolius</i> (Savory-leaved Aster).....	3.00	18.00	
<i>ASTER novaeangliae</i> (New England Aster).....	3.00	18.00	
<i>ASTER novibelgi</i> (New York Aster).....	3.00	18.00	
<i>BAPTISIA tinctoria</i> (Yellow Wild Indigo).....	4.00		
<i>CAULOPHYLLUM thalictrifolia</i> (Blue Cohosh).....	3.00	20.00	
* <i>CHIMAPHILA umbellata</i> (Common Pipsissewa).....	2.50	15.00	
* <i>CHIOGENES hispida</i> (Creeping Pearlberry).....	4.00		
* <i>CIMICIFUGA racemosa</i> (Cohosh Bugbane).....	4.00	25.00	
* <i>CLINTONIA borealis</i> (Yellow Beadlily).....	3.00	18.00	
* <i>COPTIS trifolia</i> (Alaska Goldthread), sods.....	3.00	20.00	150.00
* <i>CORNUS canadensis</i> (Bunchberry Dogwood), 4-in. sods.....	4.00	20.00	
(Bunchberry Dogwood), strong roots.....	2.50	15.00	120.00
<i>CORYDALIS sempervirens</i> (Pale Corydalis).....	3.00	20.00	
* <i>DALIBARDA repens</i> (Starviolet Dalibarda), sods.....	4.00	25.00	
* <i>DODECATHEON meadia</i> (Common Shooting Star).....	3.00	18.00	
<i>EPIGEA repens</i> (Trailing Arbutus), with ball.....	4.00	30.00	
<i>EPIGEA repens</i> (Trailing Arbutus), large sods.....	5.00	40.00	
<i>EUPATORIUM perfoliatum</i> (Boneset).....	3.00	18.00	150.00
<i>purpureum</i> (Bluestem Joe-Pye Weed).....	3.00	18.00	150.00
<i>rugosum</i> (White Snakeroot).....	3.50	20.00	160.00
<i>GALAX aphylla</i> (Galax).....	6.00	40.00	
* <i>GAULTHERIA procumbens</i> (Checkerberry Wintergreen), sods.....	3.00	18.00	150.00
<i>GENTIANA andrewsii</i> (Andrew's Gentian).....	3.00	20.00	
<i>GENTIANA linearis</i> (Narrow-leaved Gentian).....	4.00		
* <i>GERANIUM maculatum</i> (Spotted Geranium).....	2.50	15.00	
* <i>GERANIUM robertianum</i> (Herb Robert Geranium).....	3.50	20.00	
* <i>GLECOMMA hederacea</i> (Ground Ivy).....	3.00	18.00	150.00
<i>HEMEROCALLIS fulva</i> (Tawny Day Lily).....	3.00	15.00	
* <i>HEPATICA acutiloba</i> (Sharplobe Hepatica) 1 or 2-bud plants.....	3.00	15.00	120.00
3 to 6-bud plants.....	3.50	20.00	180.00
* <i>americana</i> (Roundlobe Hepatica) 1 or 2-bud plants.....	3.00	15.00	120.00
3 to 6-bud plants.....	3.50	20.00	180.00

FALL, 1957—WHOLESALE PRICE LIST—SPRING, 1958—ISAAC LANGLEY WILLIAMS

WILD FLOWERS AND GROUND COVER PLANTS, Cont'd.

	Per 12	Per 100	Per 1000
<i>HOUSTONIA caerulea</i> (Common Bluets), sods.....	\$2.50	\$15.00	\$120.00
<i>IRIS cristata</i> (Crested Iris).....	4.00	25.00	
<i>LIATRIS scariosa</i> (Tall Gay-leather).....	3.00	18.00	
<i>LINNAEA americana</i> (American Twinflower).....	3.00	20.00	
<i>LOBELIA cardinalis</i> (Cardinal Flower), large, medium flowering size.....	3.00 2.50	15.00 10.00	\$120.00
<i>LYCOPodium complanatum flabeliforme</i> (Ground Cedar).....	2.50	15.00	
obscurum (Ground Pine).....	3.00	20.00	
<i>LYSIMACHIA nummularia</i> (Moneywort), sods.....	3.00	20.00	
<i>LYTHRUM salicaria</i> (Purple Lythrum).....	3.00	18.00	
<i>NAIANTHEMUM canadense</i> (Canada Beadruby), sods.....	2.50	15.00	120.00
<i>MEDEOLA virginiana</i> (Cucumber-root Medeola).....	3.50	20.00	
<i>MENTHA spicata</i> (Spear-mint).....	2.50	15.00	
<i>MITCHELLA repens</i> (Partridgeberry), sods.....	3.00	15.00	120.00
<i>MITELLA diphylla</i> (Common Miterwort).....	4.00	25.00	
<i>MONARDA fistulosa</i> (Wild Bergamot Bee Balm).....	3.00		
<i>PEDICULARIS canadensis</i> (Early Pedicularis).....	3.00	20.00	
<i>PHLOX divaricata</i> (Sweet William Phlox), clumps.....	3.00	18.00	150.00
<i>PODOPHYLLUM peltatum</i> (Common May Apple).....	3.00		
<i>POLYGALA paucifolia</i> (Fringed Polygala), sods.....	3.50	20.00	
<i>POLYGONATUM biflorum</i> (Small Solomon's-seal).....	3.00	15.00	
<i>POLYGONATUM commutatum</i> (Great Solomon's-seal).....	4.00	25.00	
<i>POTENTILLA tridentata</i> (Wineleaf Cinquefoil), sods.....	4.00	30.00	
<i>PYROLA americana</i> (American Pyrola).....	3.00	20.00	
chlorantha (Green Pyrola).....	3.00	20.00	
elliptica (Waxflower Pyrola).....	3.00	20.00	
<i>RUDECKIA hirta</i> (Black-eyed Susan).....	3.00	18.00	
<i>SAXIFRAGA pennsylvanica</i> (Pennsylvania Saxifrage).....	3.00	20.00	
<i>SAXIFRAGA virginiana</i> (Virginia Saxifrage).....	3.50	20.00	
<i>SHORTHIA galacifolia</i> (Oconee-bells).....	9.00	70.00	
<i>SYRINCHIUM angustifolium</i> (Common Blue-eyed Grass).....	3.00	20.00	
<i>SMILACINA racemosa</i> (Feather Solomon's-plume).....	3.00	15.00	120.00
<i>SOLIDAGO sempervirens</i> (Seaside Goldenrod).....	3.00	20.00	
<i>THARELLA cordifolia</i> (Allegheny Foamflower).....	3.00	15.00	120.00
<i>TRIVULGIA sessilifolia</i> (Little Merrybells).....	3.00	15.00	
<i>VERONICA officinalis</i> (Drug Speedwell).....	3.00	15.00	120.00
<i>VINCA minor</i> (Common Periwinkle), clumps.....	3.00	15.00	120.00
<i>VIOLA blanda</i> (Sweet White Violet).....	2.50	15.00	
aculeata (Bog-bee Violet).....	2.50	15.00	
encarpaea (Wood-pod Violet).....	2.50	15.00	
embriata (Fringed Violet).....	2.50	15.00	
lancoletata (Lanceleaf Violet).....	2.50	15.00	
pedata lineariloba (Lilac Bird's-foot Violet), strong plants.....	3.00	15.00	
pedata (bicolor) (Two-color Bird's-foot Violet), strong plants.....	3.00	20.00	
pubescens (Downy Violet).....	2.50	15.00	
rotundifolia (Roundleaf Violet).....	2.50	15.00	

HARDY NATIVE EVERGREENS
Collected

All evergreens will be carefully collected and well packed to reach you in good condition.

	Per 10	Per 100	Per 1000
<i>AMNES balsamea</i> (Balsam Fir)			
4 to 8 ins.....	\$ 5.00	\$ 40.00	
8 to 12 ins.....	10.00	80.00	
12 to 18 ins.....	3.00	25.00	
<i>CHAMAECYPARIS thyoides</i> (White Cedar False-cypress)			
6 to 12 ins.....	6.00	50.00	
1 to 2 ft.....	12.00	100.00	
2 to 3 ft.....	4.00	30.00	
<i>JUNIPERUS communis depressa</i> (Oldfield Common Juniper)			
4 to 8 ins.....	2.50	12.00	100.00
8 to 12 ins.....	25.00	200.00	
12 to 18 ins.....	25.00	250.00	
18 to 24 ins.....	35.00	300.00	
2 to 3 ft., B&B.....			
<i>Pinus strobus</i> (White Pine)			
3 to 4 ft., B&B.....	35.00	300.00	
4 to 5 ft., B&B.....	45.00	400.00	
5 to 6 ft., B&B.....	60.00	500.00	
6 to 8 ft., B&B.....	100.00	900.00	
<i>TAXUS canadensis</i> (Canada Yew)			
6 to 18 ins. in rooted layers.....	10.00	90.00	
<i>Thuja occidentalis</i> (Eastern Arborvitae)			
3 to 6 ins.....	4.00	30.00	
6 to 12 ins.....	8.00	70.00	
12 to 18 ins.....	3.00	20.00	150.00
18 to 24 ins.....	5.00	40.00	
<i>TSUGA canadensis</i> (Canada Hemlock)			
6 to 9 ins.....	5.00	30.00	
9 to 12 ins.....	8.00	70.00	
12 to 18 ins.....	15.00	120.00	
18 to 24 ins.....	4.00	30.00	

HARDY NATIVE TREES
AND SHRUBS
Collected

	Per 10	Per 100	Per 1000
<i>ACER pensylvanicum</i> (Striped Maple)			
6 to 12 ins.....		\$ 15.00	
1 to 2 ft.....		20.00	
<i>rubrum</i> (Red Maple)			
1 to 2 ft.....		10.00	
2 to 3 ft.....		15.00	
3 to 4 ft.....		20.00	
4 to 6 ft.....		50.00	
6 to 8 ft.....		\$ 12.00	100.00
8 to 10 ft., 3/4 to 1 in. cal.....		25.00	200.00
10 to 12 ft., 1/4 to 1 1/2 in. cal.....		30.00	250.00
12 to 14 ft., 1/4 to 1 1/2 in. cal.....		40.00	350.00
12 to 15 ft., 1/4 to 1 1/2 in. cal.....		60.00	500.00
14 to 16 ft., 1/4 to 2 in. cal.....		70.00	600.00
14 to 18 ft., 2 to 2 1/2 in. cal.....		90.00	800.00
16 to 20 ft., 2 1/2 to 3 in. cal.....		120.00	1100.00
16 to 22 ft., 3 to 3 1/2 in. cal.....		220.00	2000.00
20 to 25 ft., 3 1/2 to 4 in. cal.....		300.00	
<i>saccharum</i> (Sugar Maple)			
1 to 2 ft.....		10.00	\$ 80.00
2 to 3 ft.....		15.00	120.00
3 to 4 ft.....		30.00	
4 to 6 ft.....		70.00	
6 to 8 ft.....		16.00	125.00
8 to 10 ft., 3/4 to 1 in. cal.....		25.00	200.00
10 to 12 ft., 1/4 to 1 1/2 in. cal.....		30.00	250.00
10 to 14 ft., 1/4 to 1 1/2 in. cal.....		40.00	350.00
12 to 15 ft., 1/4 to 1 1/2 in. cal.....		60.00	500.00
14 to 16 ft., 1/4 to 2 in. cal.....		70.00	600.00
14 to 18 ft., 2 to 2 1/2 in. cal.....		90.00	800.00
16 to 20 ft., 2 1/2 to 3 in. cal.....		120.00	1100.00
16 to 22 ft., 3 to 3 1/2 in. cal.....		220.00	2000.00
20 to 25 ft., 3 1/2 to 4 in. cal.....		300.00	
<i>spicatum</i> (Mountain Maple)			
2 to 3 ft.....		5.00	
<i>ALNUS rugosa</i> (Hazel Alder)			
2 to 3 ft., clumps.....		5.00	40.00
3 to 4 ft., clumps.....		7.00	60.00
<i>AMELANCHIER canadensis</i> (Shadblow Serviceberry)			
1 to 3 ft.....		30.00	
<i>BETULA lenta</i> (Sweet Birch)			
1 to 2 ft.....		7.00	60.00
2 to 3 ft.....		9.00	80.00
3 to 4 ft.....		4.00	25.00
4 to 6 ft.....		5.00	40.00
6 to 8 ft.....		12.00	100.00
8 to 10 ft.....		20.00	175.00
<i>lutea</i> (Yellow Birch)			
1 to 2 ft.....		7.00	60.00
2 to 3 ft.....		10.00	80.00
3 to 4 ft.....		4.00	25.00
4 to 6 ft.....		5.00	40.00
6 to 8 ft.....		12.00	100.00
8 to 10 ft.....		20.00	175.00
<i>papyrifera</i> (Paper Birch)			
6 to 12 ins.....		7.00	60.00
1 to 2 ft.....		12.00	100.00
2 to 3 ft.....		15.00	120.00
3 to 4 ft.....		4.00	25.00
4 to 6 ft.....		5.00	40.00
6 to 8 ft.....		12.00	100.00
8 to 10 ft.....		25.00	200.00
10 to 12 ft.....		30.00	250.00
12 to 14 ft.....		50.00	400.00
4 to 6 ft., clumps, 3 stems and up, B. R.....		40.00	
6 to 8 ft., clumps, 3 stems and up, B. R.....		60.00	
8 to 10 ft., clumps, 3 stems and up, B. R.....		150.00	
10 to 12 ft., clumps, 3 stems and up, B. R.....		250.00	
12 to 14 ft., clumps, 3 stems and up, B. R.....		350.00	
14 to 18 ft., clumps, 3 stems and up, B. R.....		500.00	
<i>populifolia</i> (American White, or Gray Birch)			
1 to 2 ft.....		7.00	60.00
2 to 3 ft.....		12.00	100.00
3 to 4 ft.....		3.00	15.00
4 to 6 ft.....		5.00	35.00
6 to 8 ft.....		9.00	80.00
4 to 6 ft., clumps, 3 stems and up, B. R.....		30.00	250.00
4 to 6 ft., clumps, 3 stems and up, B. R.....		45.00	400.00
6 to 8 ft., clumps, 3 stems and up, B. R.....		65.00	600.00
8 to 10 ft., clumps, 3 stems and up, B. R.....		85.00	800.00
10 to 12 ft., clumps, 3 stems and up, B. R.....		110.00	1000.00
<i>CARPINUS caroliniana</i> (American Hornbeam)			
1 to 2 ft.....		20.00	
2 to 4 ft.....		6.00	50.00
4 to 6 ft.....		9.00	80.00
<i>CHAMAEDAPHNE calyculata</i> (Leather Leaf)			
6 to 18 ins.....		12.00	100.00
6 to 18 ins., clumps.....		9.00	80.00
<i>CLETHRA alnifolia</i> (Summer Sweet Clethra)			
6 to 18 ins.....		8.00	70.00
12 to 18 ins., clumps, heavy.....		3.00	25.00
18 to 24 ins., clumps, heavy.....		4.00	35.00
2 to 3 ft., clumps, heavy.....		6.00	50.00
3 to 4 ft., clumps, heavy.....		9.00	80.00
4 to 5 ft., clumps, heavy.....		15.00	125.00

PRICE LIST CONTINUED ON PAGE 22

FALL, 1957—WHOLESALE PRICE LIST—SPRING, 1958—ISAAC LANGLEY WILLIAMS

HARDY NATIVE TREES AND SHRUBS, COLLECTED.—Contd.

	Per 10	Per 100	Per 1000
COMPTONIA asplenifolia (Sweet Fern)			
6 to 18 ins.		\$10.00	\$ 80.00
18 to 24 ins., clumps	\$4.00	30.00	
sq. ft. sods		45.00	400.00
CORNUS alternifolia (Pagoda Dogwood)			
1 to 2 ft.		25.00	
2 to 4 ft.	6.00	50.00	
racemosa (Gray Dogwood)			
1 to 2 ft.		12.00	100.00
2 to 3 ft., clumps	6.00	50.00	
3 to 4 ft., clumps	8.00	70.00	
DIERVILLA lonicera (Dwarf Bush Honeysuckle)		7.00	60.00
FAGUS grandifolia (American Beech)			
6 to 12 ins.		6.00	50.00
1 to 2 ft.		8.00	70.00
2 to 4 ft.	5.00	40.00	
4 to 6 ft.	8.00	70.00	
FRAXINUS americana (White Ash)		6.00	50.00
1 to 2 ft.			
GAYLUSSACIA baccata (Black Huckleberry)			
6 to 18 ins.		10.00	90.00
sq. ft. sods	6.00	45.00	400.00
HAMAMELIS virginiana (Common Witch Hazel)			
6 to 18 ins.		15.00	
2 to 3 ft., clumps	5.00	40.00	
3 to 4 ft., clumps	7.00	60.00	
4 to 6 ft., clumps	10.00	90.00	
ILEX verticillata (Common Winterberry)			
1 to 2 ft.		12.00	100.00
18 to 24 ins., clumps	5.00	35.00	
2 to 3 ft., clumps	6.00	50.00	
3 to 4 ft., clumps	7.00	60.00	
4 to 6 ft., clumps	10.00	90.00	
KALMIA angustifolia (Lambkill Kalmia)			
6 to 18 ins.		12.00	100.00
sq. ft. sods		40.00	350.00
latifolia (Mountain Laurel Kalmia)			
6 to 12 ins.	3.00	25.00	200.00
polifolia (Bog Kalmia)		6.00	50.00
LINDERA benzoin (Common Spicebush)			
1 to 2 ft.		10.00	
2 to 4 ft., clumps	6.00	60.00	
NEMOPANTHUS mucronata (Mountain Holly)			
2 to 3 ft., clumps	9.00		
3 to 4 ft., clumps	12.00		
NYSSA sylvatica (Black Tupelo)			
1 to 2 ft.	5.00	40.00	
OSTRYA virginiana (American Hop Hornbeam)			
6 to 18 ins.		12.00	100.00
1 1/2 to 3 ft.	2.50	20.00	150.00
3 to 5 ft.	6.00	50.00	
5 to 7 ft.	10.00	90.00	
POTENTILLA fruticosa (Bush Cinquefoil)			
1 to 2 ft.		30.00	
PRUNUS pennsylvanica (Pin Cherry)			
1 to 2 ft.		7.00	60.00
2 to 3 ft.		9.00	80.00
3 to 4 ft.		12.00	100.00
4 to 6 ft.	4.00	30.00	250.00
6 to 8 ft.	9.00	80.00	
QUERCUS borealis (Northern Red Oak)			
6 to 12 ins.		7.00	60.00
1 to 3 ft.		35.00	
3 to 4 ft.	7.00	60.00	
4 to 6 ft.	10.00	80.00	
6 to 8 ft.	20.00	150.00	
8 to 10 ft., 1-in. cal.	35.00	300.00	
10 to 12 ft., 1 1/2 to 2-in. cal.	60.00	500.00	
12 to 15 ft., 2 to 2 1/2-in. cal.	110.00	1000.00	
RHODODENDRON carolinianum (Carolina Rhododendron)			
6 to 12 ins.	4.00	30.00	
canadense (Rhodora)			
1 to 3 ft.		20.00	150.00
12 to 18 ins., clumps, B&B	25.00		
18 to 24 ins., clumps, B&B	30.00		
catawbiense (Catawba Rhododendron)			
6 to 12 ins.	4.00	30.00	250.00
maximum (Rosebay Rhododendron)			
6 to 12 ins.	3.00	25.00	200.00
RHUS glabra (Smooth Sumac)			
1 to 2 ft.		8.00	70.00
2 to 3 ft.		12.00	100.00
3 to 4 ft., stocky		30.00	
typhina (staghorn Sumac)			
6 to 12 ins.		6.00	50.00
1 to 2 ft.		8.00	70.00
2 to 3 ft.		15.00	120.00
3 to 4 ft., branched		30.00	
RUBUS odoratus (Fragrant Thimbleberry)		25.00	
1 to 3 ft.			
SAMBUCUS canadensis (American Elder)		25.00	
2 to 3 ft.			
SORBUS americana (American Mountain Ash)			
6 to 18 ins.	5.00	40.00	
4 to 6 ft.	10.00	80.00	
SPIRAEA latifolia (Broad-leaved Meadowsweet Spiraea)			
2 to 3 ft., clumps	7.00	60.00	
tementosa (Hardhack Spiraea)			
2 to 3 ft., clumps	7.00	60.00	
SYRINGA vulgaris (Common Lilac)			
1 to 2 ft.		8.00	70.00
2 to 3 ft.	2.00	15.00	120.00

HARDY NATIVE TREES AND SHRUBS, COLLECTED.—Contd.

	Per 10	Per 100	Per 1000
VACCINIUM angustifolium (pensylvanicum) (Lowbush Blueberry)			
6 to 12 ins.		\$15.00	
sq. ft. sods	\$ 5.00	40.00	\$300.00
corymbosum (Highbush Blueberry)			
6 to 12 ins.		15.00	
18 to 24 ins., clumps	12.00	100.00	
2 to 3 ft., heavy clumps	16.00	150.00	
3 to 4 ft., heavy clumps	25.00	200.00	
4 to 5 ft., heavy clumps	40.00	350.00	
VIBURNUM acerifolium (Maple-leaved Viburnum)			
6 to 18 ins.		15.00	120.00
2 to 3 ft., clumps	7.00	60.00	
3 to 4 ft., clumps	9.00	80.00	
alnifolium (Hobblebush Viburnum)			
1 to 3 ft., clumps		25.00	
2 to 3 ft., clumps	8.00	70.00	
cassinoides (Witte Red Viburnum)			
1 to 2 ft.		9.00	80.00
12 to 18 ins., clumps	3.00	25.00	225.00
18 to 24 ins., clumps	4.00	30.00	
2 to 3 ft., clumps	6.00	50.00	
3 to 4 ft., clumps	8.00	70.00	
4 to 5 ft., clumps	12.00	100.00	
dentatum (Arrow-wood Viburnum)			
1 to 2 ft.		9.00	80.00
2 to 3 ft., clumps	5.00	40.00	
3 to 4 ft., clumps	7.00	60.00	
4 to 5 ft., clumps	9.00	70.00	
lentago (Nannyberry Viburnum)			
1 to 2 ft.		15.00	120.00
2 to 3 ft., clumps	6.00	50.00	
3 to 4 ft., clumps	7.00	60.00	
4 to 5 ft., clumps	9.00	80.00	
5 to 7 ft., clumps	12.00	100.00	

HARDY NATIVE VINES
Collected

	Per 12	Per 100	Per 1000
APIOS (tuberosa) americana (American Potato Bean)	\$ 2.50	\$ 12.00	\$100.00
ARCTOSTAPHYLOS uva-ursi (Bearberry), 8 ins.; sods	15.00	100.00	
CELASTRUS scandens (American Bittersweet)			
6 to 18 ins.		9.00	
1 1/2 to 3 ft.	2.50	15.00	
3 to 4 ft.	3.00	20.00	
CLEMATIS virginiana (Virgin's-Bower), large	3.00	20.00	
LONICERA japonica halliana (Hall's Japanese Honeysuckle)	2.00	12.00	100.00

NURSERY-GROWN STOCK
Evergreen Transplants

	Each 100 lots	Each 1000 lots
Abies balsamea (Balsam Fir)		
6 to 12 ins., T., 2-3	\$0.20	\$0.10
Tsuga canadensis (Canada Hemlock)		
4 to 8 ins., T., 2-2	.20	.10
8 to 12 ins., T., 2-2	.25	.14

BALLED AND BURLAPPED
EVERGREENS
Nursery-Grown

	Each 10 lots	Each 100 lots
Tsuga canadensis (Canada Hemlock)		
18 to 24 ins., B&B	\$3.00	\$1.50
2 to 2 1/2 ft., B&B	4.00	1.50
2 1/2 to 3 ft., B&B	5.00	4.50
3 to 4 ft., B&B	7.00	6.00
Thuja occidentalis (American Arborvitae)		
4 to 5 ft., B&B	4.00	
5 to 6 ft., B&B	5.00	
6 to 7 ft., B&B	7.00	
7 to 8 ft., B&B	8.00	

SHRUBS
Nursery-Grown

	Each 10 lots	Each 100 lots
Clethra alnifolia (Summersweet Clethra)		
12 to 18 ins.	\$0.45	\$0.35
18 to 24 ins.	.55	.45
2 to 3 ft.	.60	
3 to 4 ft.	1.50	1.25
Ilex verticillata (Common Winterberry)		
2 to 3 ft.	.80	.60
3 to 4 ft.	1.00	
Syringa vulgaris (Common Lilac)		
3 to 4 ft.	.75	.60
Viburnum dentatum (Arrow-wood Viburnum)		
4 to 5 ft.	1.00	.80

INDIANA DATES SET

The winter meeting of the Indiana Association of Nurserymen will be held January 6 to 8, 1958, according to a recent announcement by the association's executive secretary, Donald L. Schuder. The meeting will be held at Purdue University, Lafayette, Ind.

NORTH JERSEY MEETING

At the regular meeting of the North Jersey Metropolitan Nurserymen's Association held September 19 at the Peacock House, Mountain View, N. J., three new members were taken into the association, raising the total membership to 66.

The guest speaker was Dr. William E. Snyder, professor of ornamental horticulture at Rutgers University, New Brunswick, and an honorary member of the association. Dr. Snyder gave an interesting talk on "Gibberellic Acid," telling the good and bad effects of this acid on plant material.

Among the points covered by Dr. Snyder were reports on success or nonsuccess experienced with the product and various methods of applying the acid to plants. Several plants were shown to illustrate exactly how the acid affected the plant growth. Dr. Snyder felt that the acid would have value for various uses when its effects were better known.

Edward S. Wyckoff, Sec'y.

WINS CONNECTICUT AWARD

John E. Whitham, Storrs, Conn., was the recipient of this year's Connecticut Nurserymen's Association merit award of \$200, which is given each year to an outstanding senior in the college of agriculture, University of Connecticut, Storrs. Mr. Whitham had the highest scholastic standing in his class of nursery management majors. He has been working during summers and week-ends for Vittner's Garden Center, Manchester, Conn.; has been appointed chairman of the horticulture store for the 1957 student horticulture show, and is a member of the agricultural council.

President of Alpha Zeta, honorary agricultural fraternity, and treasurer of Scabbard and Blade, honorary military fraternity, John Whitham has been on the university honor list for the past five semesters and last year received the army medal for outstanding junior. He holds the rank of cadet lieutenant colonel in his regiment. He is married and lives at Storrs.

DON'T FORGET LAST YEAR'S FRIGHTFUL LOSSES FROM WINTER DAMAGE!

Last year, millions of dollars' worth of fine planted stock suffered the abuses of winter burn and sunscald through neglect and ignorance.

Millions of dollars' worth of transplanted and established stock may also succumb this year, through ignorance and neglect! Plantsmen who protected their trees last winter saved thousands of dollars of plant material.

Ever since horticulture became a science, gardeners have looked for a simple way of protecting precious shrubs and trees against the ravages of winter . . . and there was no simple way UNTIL WILT-PRUF CAME ALONG!

NOW PLASTICS

Now out of the world of miracle plastics comes a protective coating which, for pennies per application, will resist the nuisances of winter weather without resorting to expensive and bulky wrappings. WILT-PRUF is a harmless plastic liquid, which, when sprayed on plant material, forms a barrier against the cold elements and at the same time retards the shocking water losses and resultant wilt of sun scorch. Similar applications of WILT-PRUF before autumn transplanting assure added plant protection against damage on your fall landscape jobs.

BETTER PROTECTION DEMANDED

Homeowners will be seeking a better solution to these winter problems—because of last year's failures! They will ask many questions—they will want *up-to-date* answers! So why not face the facts? Let them know that economical and effective WILT-PRUF is *your* best weapon against fall and winter damage—and theirs! It is also available as a homeowners' item.

WILT-PRUF protects valuable plant material in many other ways. Get all the details now from your nearest WILT-PRUF distributor, or write for nearest distributor.

NURSERY SPECIALTY PRODUCTS, INC.
CROTON FALLS, N. Y.

FALL, 1957, PRICE LIST

Seedlings

<i>Acer rubrum</i> , 2-yr., S., 6 to 12 ins.	100	1000
<i>Berberis thunbergii atropurpurea</i> , 3-yr., S., 15 to 18 ins.	\$ 5.00	\$ 45.00
<i>Crataegus phaeocorympha</i> (cordata), 1-yr., S., 12 to 15 ins.	11.00	90.00
<i>Fagus sylvatica</i> , 1-yr., S., 6 to 8 ins.	7.50	60.00
<i>Hamamelis virginiana</i> , 2-yr., S., 10 to 15 ins.	10.00	85.00
<i>Ilex decidua</i> , 2-yr., S., 12 to 15 ins.	6.00	50.00
<i>Ligustrum Dwarf Wintergreen</i> , 1-yr., T.	7.50	60.00
<i>Myrica pensylvanica</i> , 1-yr., S., 3 to 6 ins.	20.00	....
<i>Picea abies</i> , transplanted understock	5.00	40.00
<i>Picea glauca</i> , 3-yr., S., 6 to 8 ins.	10.00	85.00
<i>Picea pungens glauca</i> , 2-yr., S., 4 to 6 ins.	5.00	40.00
<i>Picea pungens glauca</i> , 4-yr., S., 6 to 8 ins. hvy.	5.00	40.00
<i>Pinus flexilis</i> , 4-yr., S., 4 to 6 ins.	7.50	60.00
<i>Pinus mughus</i> (True Dwarf Tyrolean), 2-yr., S., 3 to 4 ins.	7.00	60.00
<i>Pinus nigra</i> , 2-yr., S., 4 to 8 ins.	5.00	40.00
<i>Pinus sylvestris</i> , 2-yr., S., 4 to 8 ins.	4.50	40.00
<i>Pinus thunbergii</i> , 2-yr., S., 6 to 8 ins.	4.00	35.00
<i>Pseudotsuga taxifolia glauca</i> , 2-yr., S., 6 to 8 ins.	4.00	35.00
<i>Quercus coccinea</i> , 1-yr., S., 6 to 8 ins.	6.50	50.00
<i>Quercus palustris</i> , 1-yr., S., 6 to 12 ins.	6.00	50.00
<i>Sorbus aucuparia</i> , 1-yr., S., 6 to 12 ins.	6.00	50.00
<i>Sorbus aucuparia</i> , 1-yr., S., 12 to 18 ins.	6.00	50.00
<i>Taxus capitata</i> , 2-yr., S., 3 to 6 ins.	8.50	75.00
<i>Taxus capitata</i> , 3-yr., S., 6 to 8 ins.	10.00	85.00
<i>Thuja occidentalis</i> , 2-yr., S., 4 to 6 ins.	15.00	125.00
<i>Thuja orientalis</i> , transplanted understock	5.00	40.00
	8.50	75.00

Ericaceous Plants

<i>Azalea mucronulatum</i> , 2-yr., T.	Per 10	Per 100
<i>Leucothoe catesbaei</i> , 2-yr., T.	\$3.00	\$25.00
<i>Pieris floribunda</i> , 2-yr., T.	3.00	25.00
<i>Rhododendron catawbiense</i> , 2-yr., T.	3.00	25.00
<i>Rhododendron hybridum</i> , red, 2-yr., T.	2.50	20.00
	3.50	30.00

Bedded Stock

2-year Transplants

<i>Ilex convexa</i>	Per 10	Per 100
<i>Ilex crenata rotundifolia</i> ..	\$4.25	\$35.00
<i>Taxus cuspidata densiformis</i> ..	4.25	35.00
<i>Taxus cuspidata densiformis</i> , 3-yr., T.	4.50	40.00
<i>Taxus cuspidata densiformis</i> ..	6.00	55.00
<i>F & F compacta</i> ..	4.75	40.00
<i>Taxus media browni</i> ..	4.75	40.00
<i>Taxus media clifforti</i> ..	4.75	40.00
<i>Taxus media hatfieldi</i> ..	4.75	40.00
<i>Taxus media Vermeulen</i> ..	4.75	40.00

1-Year Grafts from 2 1/4-in. Pots

<i>Cornus florida rubra</i>	Per 10	Per 100
<i>Proser</i> ..	\$8.50	\$75.00
<i>Fagus sylvatica pendula</i> ..	7.50	65.00
<i>Fagus sylvatica riversi</i> ..	7.50	65.00
<i>Juniperus scopulorum Blue Haven</i> ..	7.50	65.00
<i>Juniperus virginiana pyramidiformis hilli</i> ..	7.50	65.00
<i>Quercus robur fastigiata</i> ..	8.50	75.00
<i>Tsuga canadensis pendula</i> ..	7.50	65.00

Well-Established Cuttings from 2 1/4-in. Pots

<i>Berberis julianae</i> ..	Per 10	Per 100
<i>Berberis thunbergii atropurpurea</i> ..	\$3.50	\$25.00
<i>Buxus handsworthii</i> ..	3.50	25.00
<i>Chamaecyparis Cyano</i> ..	3.00	20.00
<i>Viridis</i> ..	3.00	20.00
<i>Chamaecyparis filifera aurea</i> ..	3.00	20.00
<i>Chamaecyparis plumosa aurea</i> ..	3.00	20.00
<i>Cotoneaster adpressa praecox</i> ..	3.00	20.00
<i>Cotoneaster conspicua</i> ..	3.00	20.00
<i>decidua</i> ..	3.00	20.00
<i>Cotoneaster horizontalis</i> ..	3.00	20.00
<i>perpusilla</i> ..	3.00	20.00
<i>Cotoneaster salicifolia</i> ..	3.00	20.00
<i>Enkianthus campanulatus</i> ..	3.00	20.00
<i>Euonymus carrierei</i> ..	3.00	20.00
<i>Euonymus japonicus</i> ..	3.00	20.00
<i>Euonymus patus</i> ..	3.00	20.00
<i>Euonymus vegetus</i> ..	3.00	20.00
<i>Ilex aquifolium Ciliata Major</i> ..	5.00	40.00
<i>Ilex crenata convexa</i> ..	3.00	20.00
<i>Ilex crenata helleri</i> ..	3.00	20.00
<i>Ilex crenata microphylla</i> ..	3.00	20.00
<i>Ilex crenata rotundifolia</i> ..	3.00	20.00
<i>Ilex cornuta burfordii</i> ..	4.00	35.00
<i>Ilex glabra</i> ..	3.00	20.00
<i>Ilex opaca</i> (4 to 6 ins. in following named varieties) ..	5.00	45.00
<i>Arden</i> ..	5.00	45.00
<i>Boyce Thompson No. 3</i> ..	5.00	45.00
<i>Cheerful</i> ..	5.00	45.00
<i>Christmas Tide</i> ..	5.00	45.00
<i>Della Bradley</i> ..	5.00	45.00
<i>Farago</i> ..	5.00	45.00
<i>Femina No. 16</i> ..	5.00	45.00
<i>Hedge Holly</i> ..	5.00	45.00
<i>*Hookstraw</i> (Old Heavy Berry) ..	5.00	45.00
<i>Joyce</i> ..	5.00	45.00
<i>Judge Brown</i> ..	5.00	45.00
<i>Lake City</i> ..	5.00	45.00
<i>Mae</i> ..	5.00	45.00
<i>St. Mary</i> ..	5.00	45.00
<i>Ilex opaca mascula</i> ..	5.00	45.00
<i>Ilex opaca mascula Brown</i> ..	5.00	45.00
<i>No. 9</i> ..	5.00	45.00
*Sold only in combination with other varieties. On orders for fall shipment, a 10% discount will be allowed for all hollies shipped during the fall season. Prices for spring will be net as quoted above.		
<i>Juniperus depressa plumosa</i> ..	3.00	20.00
<i>Juniperus horizontalis Bar Harbor</i> ..	3.00	20.00
<i>Juniperus horizontalis wilsoni glauca</i> ..	3.00	20.00
<i>Juniperus pfitzeriana compacta</i> ..	3.00	22.50
<i>Juniperus pfitzeriana nana</i> ..	3.00	22.50
<i>Oxydendrum arboreum</i> ..	3.00	22.50
<i>Pieris japonica</i> ..	3.00	20.00
<i>Prunus laurocerasus schipkaensis</i> ..	3.50	30.00
<i>Pyraecantha coccinea</i> ..	3.00	20.00
<i>lalandi</i> ..	3.00	20.00
<i>Rhododendron wilsoni</i> ..	4.50	40.00
<i>Sarcocoea hookeriana humilis</i> ..	3.00	20.00
<i>Taxus canadensis stricta</i> ..	3.00	20.00
<i>Taxus cuspidata aurea</i> ..	3.00	20.00
<i>Taxus cuspidata densiformis</i> ..	3.00	20.00
<i>Taxus cuspidata F & F compacta</i> ..	3.00	20.00
<i>Taxus cuspidata nana</i> ..	3.00	20.00
<i>Taxus media clifforti</i> ..	3.00	20.00
<i>Taxus media Halloran</i> ..	3.00	20.00
<i>Taxus media hatfieldi</i> ..	3.00	20.00
<i>Taxus media henryi</i> ..	3.00	20.00
<i>Taxus media hicksii</i> ..	3.00	20.00
<i>Taxus media Moon's columnaris</i> ..	3.00	20.00
<i>Taxus media Vermeulen</i> ..	3.00	20.00
<i>Taxus media wardi</i> ..	3.00	20.00
<i>Thuja occidentalis globosa</i> ..	3.00	20.00
<i>Howe Type</i> ..	3.00	20.00
<i>Thuja occidentalis globosa novum</i> ..	3.00	20.00
<i>Thuja occidentalis nigra</i> ..	3.00	20.00
<i>Viburnum fragrans</i> ..	3.00	20.00

HESS' NURSERIES

BOX 788

MOUNTAIN VIEW, N. J.

OBITUARY

George Gould Platt

George Gould Platt, 63, representing the third generation of an Iowa family that has been active in the nursery business for over 100 years, died September 12 after a long illness. For many years owner and operator of the nursery at Oelwein, Ia., that his grandfather, Nathan Gould Platt, had founded in 1856, Mr. Platt was forced by ill health to retire from active participation in the business about nine years ago. The Oelwein nursery was purchased in 1956 by a son, A. Dean Platt, of Platt's Nursery, Waterloo, Ia., president of the Iowa Nurserymen's Association. Another son, Lloyd G. Platt, Platt's Landscape Nursery, Davenport, Ia., is secretary of the National Landscape Nurserymen's Association.

Born at Edgewood, Ia., in 1894, George Platt received his education at schools at Oelwein and at Iowa State College, Ames. In 1915 he wed Hazel Horning, of McGregor, Ia., who aided him in the management of his nursery for some years after he became incapacitated. A charter member of the Oelwein chamber of commerce and the Fayette county farm bureau, Mr. Platt had also been a member of the Mississippi highway promotion committee.

Survivors, besides his widow and two sons, include another son, Robert E.; two daughters, Mrs. Mervin Coover and Mrs. Donald Montgomery; a brother, and two sisters.

Clarence Prentice

Clarence Prentice, 65, owner of the Prentice Nursery & Decorating Co., Seattle, Wash., died September 12 in a local hospital after an illness of a few weeks. Mr. Prentice was a native of Wisconsin, but remained a Seattle resident after his family moved to that city when he was 2. A nurseryman for approximately 40 years, he specialized in growing rhododendrons and azaleas and was first place winner in many shows in which he participated.

Besides holding membership in various civic associations and clubs, Mr. Prentice was a member of the American Rhododendron Society, a board member of the University of Washington Arboretum Foundation and a member of the municipal art commission.

His widow, Joy McAllister Prentice,

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RESISTANT TO ELM DISEASES

The Christine Buisman Elm was discovered in Holland a number of years ago by Dr. Christine Buisman. Repeated tests over many years, by the United States Department of Agriculture show that it is extremely resistant to Dutch elm disease and phloem necrosis.

The Buisman Elm is a selection of the European Smooth-leaved Elm (*Ulmus carpinifolia*). It produces straight stems of heavy caliper, with central leaders, without forks or crotches and it has slender but numerous ascending branches which produce a great mass of dark green foliage. Young trees tend to have a broad base and a pyramidal top, but when mature they become round topped like the American elm. It grows quite rapidly; we have produced trees 10 feet high in four years. Highly satisfactory for both lawn and street planting.

Christine Buisman Elm

THE WILLIS NURSERY CO., Ottawa, Kan.

PRICES

	Per 10	Per 100
1½ to 2-in. caliper (8 to 10 ft.)	\$65.00	.....
8 to 10 ft.	45.00	\$400.00
6 to 8 ft.	32.00	300.00
5 to 6 ft.	23.50	225.00
4 to 5 ft.	18.50	175.00
3 to 4 ft.	17.50	150.00

Four-year-old Christine Buisman Elms in our nursery. Propagated vegetatively to preserve disease resistance.



CARTWRIGHT NURSERIES

COLLIERVILLE, TENN. Phone: Ulysses 3-2357

FALL, 1957

All nursery stock is sold F.O.B. Collierville, Tenn.; however, we will, if desired, arrange for delivery of stock to purchaser. We have access to a large fleet of refrigerator trucks, which can be hired on a mileage basis, so as to provide very economical and safe transportation. In any event stock travels at the risk of the purchaser.

Our stock is individually graded and tagged by a competent superintendent before it is dug and is graded and handled as carefully as possible to insure delivery to you of top-quality stock in good condition. Claims made within 10 days of receipt of stock will receive careful consideration. Our grades are at least up to American Association standards and are often better. Come to the nursery and see our stock in the fields.

All prices are subject to change without notice and all prices are based on truck-load or carload quantities.

We have 850,000 B&B evergreens ready for market this season in our 1500-acre nursery.

CONIFERS

All of our Junipers are many times sheared, none of them less than eight times, and many of our arborvitae are also sheared. This is of specimen quality and guaranteed to please.

Arborvitae, orientalis Baker				Cedrus deodara			Juniper, fastigiata
24 to 30 ins.	\$1.00			2 to 3 ft.	\$1.50		24 to 30 ins.
30 to 36 ins.	1.40			3 to 4 ft.	2.50		30 to 36 ins.
3 to 4 ft.	2.00			4 to 5 ft.	3.50		3 to 4 ft.
Arborvitae, orientalis Berckmans				5 to 6 ft.	5.00		4 to 5 ft.
(Berckmans Dwarf Golden)				6 to 8 ft.	7.50		Juniper, virginiana repandens
12 to 15 ins.	1.00						15 to 18 ins.
15 to 18 ins.	1.25			Cypress, Blue Lawson			18 to 24 ins.
18 to 24 ins.	1.60			15 to 18 ins.	1.00		24 to 30 ins.
24 to 30 ins.	2.00			18 to 24 ins.	1.25		
Arborvitae, orientalis Blue Cone				24 to 30 ins.	1.50		Juniper, sabina
18 to 24 ins.	1.00			30 to 36 ins.	1.75		12 to 15 ins.
24 to 30 ins.	1.35			3 to 4 ft.	2.50		15 to 18 ins.
30 to 36 ins.	1.60						18 to 24 ins.
3 to 4 ft.	2.20			Chamaecyparis Cyano Viridis			24 to 30 ins.
Arborvitae, orientalis Bonita				18 to 24 ins.	1.25		Juniper, sabina vonehron
15 to 18 ins.	1.25			24 to 30 ins.	1.75		15 to 18 ins.
18 to 24 ins.	1.60			30 to 36 ins.	2.00		18 to 24 ins.
24 to 30 ins.	2.00						24 to 30 ins.
30 to 36 ins.	2.50			Juniper, Andorra			Juniper, sabina vonehron, staked pyramids
3 to 4 ft.	3.00			15 to 18 ins.	1.20		24 to 30 ins.
Arborvitae, orientalis Excelsa				18 to 24 ins.	1.60		30 to 36 ins.
30 to 36 ins.	1.50			Juniper, Golden Canadian			3 to 4 ft.
3 to 4 ft.	2.00			15 to 18 ins.	1.20		Juniper, sargentii
4 to 5 ft.	3.00			Juniper, hetzi glauca			15 to 18 ins.
5 to 6 ft.	4.00			15 to 18 ins.	1.25		18 to 24 ins.
Arborvitae, orientalis fruitlandi				18 to 24 ins.	1.75		Juniper, scopulorum kenoyi
(Dark Green Berckmans)				24 to 30 ins.	2.25		18 to 24 ins.
18 to 24 ins.	1.50			30 to 36 ins.	3.00		24 to 30 ins.
24 to 30 ins.	1.75			Juniper, hetzi glauca, staked pyramids			30 to 36 ins.
30 to 36 ins.	2.25			2 to 3 ft.	2.50		Juniper, squamata meyeri
Arborvitae, orientalis newarkii				3 to 4 ft.	3.50		15 to 18 ins.
24 to 30 ins.	1.25			Juniper, chinensis pfitzeriana			18 to 24 ins.
30 to 36 ins.	1.50			Many times sheared, very heavy			Juniper, sylvestris
3 to 4 ft.	2.00			12 to 15 ins.	1.10		2 to 3 ft.
4 to 5 ft.	3.00			15 to 18 ins.	1.50		3 to 4 ft.
5 to 6 ft.	4.00			18 to 24 ins.	2.00		4 to 5 ft.
Arborvitae, American Dark Green				24 to 30 ins.	2.75		Juniper, virginalis
24 to 30 ins.	1.50			30 to 36 ins.	3.50		15 to 18 ins.
30 to 36 ins.	2.25			Juniper, pfitzeriana Blue			18 to 24 ins.
3 to 4 ft.	3.00			15 to 18 ins.	1.50		24 to 30 ins.
4 to 5 ft.	3.75			18 to 24 ins.	2.00		Juniper, virginiana burki, well-sheared
Arborvitae, American Pyramidal				Juniper, pfitzeriana compacta			2 to 3 ft.
24 to 30 ins.	1.50			12 to 15 ins.	1.10		3 to 4 ft.
30 to 36 ins.	2.25			15 to 18 ins.	1.50		4 to 5 ft.
3 to 4 ft.	3.00			18 to 24 ins.	2.00		5 to 6 ft.
4 to 5 ft.	3.75			24 to 30 ins.	2.75		Juniper, virginiana canariensis, well-sheared
Arborvitae, American compacta erecta				30 to 36 ins.	3.50		2 to 3 ft.
15 to 18 ins.	1.35			Juniper, pfitzeriana Golden			3 to 4 ft.
18 to 24 ins.	1.75			15 to 18 ins.	1.50		4 to 5 ft.
24 to 30 ins.	2.25			18 to 24 ins.	2.00		5 to 6 ft.
Arborvitae, American Globe (globosa)				Juniper, pfitzeriana nana			Juniper, virginiana Dundee, well-sheared
12 to 15 ins.	1.25			12 to 15 ins.	1.10		2 to 3 ft.
15 to 18 ins.	1.60			15 to 18 ins.	1.50		3 to 4 ft.
18 to 24 ins.	2.00			18 to 24 ins.	2.00		4 to 5 ft.
24 to 30 ins.	2.50			24 to 30 ins.	2.75		5 to 6 ft.
Cedrus atlantica				Juniper, chinensis procumbens			Juniper, virginiana glauca
2 to 3 ft.	1.50			15 to 18 ins.	1.00		2 to 3 ft.
3 to 4 ft.	2.50			18 to 24 ins.	1.50		3 to 4 ft.
4 to 5 ft.	3.50			24 to 30 ins.	2.00		4 to 5 ft.
				Juniper, densa glauca			Pinus nigra (Austrian Pine)
				2 to 3 ft.	1.75		2 to 3 ft.
				3 to 4 ft.	2.50		3 to 4 ft.
				Juniper, excelsa stricta			4 to 5 ft.
				15 to 18 ins.	1.20		Pinus mughus (Mughe Pine)
				18 to 24 ins.	1.50		12 to 15 ins.
				24 to 30 ins.	2.00		15 to 18 ins.
				30 to 36 ins.	2.75		Pinus strobus (White Pine)
							2 to 3 ft.
							3 to 4 ft.

BROAD-LEAVED EVERGREENS

broad-leaved evergreens are well-
specimen stock. Most of them many
sheared, and the quality is guaranteed
please you.

<i>Magnolia grandiflora</i>	\$1.00
2 to 3 ft.	1.25
3 to 4 ft.	
<i>Magnolia laurifolia</i>	1.50
2 to 3 ft.	
3 to 4 ft.	
<i>Magnolia sempervirens</i> , light grade	1.00
2 to 3 ft.	1.50
3 to 4 ft.	
<i>Osmanthus decora lactea</i>	1.00
2 to 3 ft.	1.50
3 to 4 ft.	
<i>Osmanthus francheti</i>	1.50
2 to 3 ft.	
3 to 4 ft.	
<i>Magnolia fruticosa</i>	1.00
2 to 3 ft.	1.50
3 to 4 ft.	
<i>Magnolia simoni</i>	1.00
2 to 3 ft.	1.50
3 to 4 ft.	
<i>Magnolia alata compacta</i>	1.50
2 to 3 ft.	2.00
3 to 4 ft.	
<i>Magnolia coleratus</i>	1.00
2 to 3 ft.	1.25
3 to 4 ft.	
<i>Magnolia patens</i>	1.00
2 to 3 ft.	1.25
3 to 4 ft.	1.50
4 to 5 ft.	2.00
<i>Magnolia burfordi</i>	
Larger size with berries, selected	
well-berried plants, 20% extra.	1.00
2 to 3 ft.	1.25
3 to 4 ft.	1.50
4 to 5 ft.	2.00
5 to 6 ft.	2.75
6 to 7 ft.	3.50
<i>Magnolia femina</i>	1.50
2 to 3 ft.	2.00
3 to 4 ft.	2.50
4 to 5 ft.	3.25
<i>Magnolia rotunda</i> , very dwarf type	1.25
2 to 3 ft.	1.75
3 to 4 ft.	
<i>Magnolia convexa</i> (bullata),	
well-sheared, compact	1.00
2 to 3 ft.	1.25
3 to 4 ft.	1.75
4 to 5 ft.	2.25
<i>Magnolia belleri</i>	
very dwarf, 1-gal. can	1.00
2 to 3 ft.	
<i>Magnolia latifolia</i>	1.00
2 to 3 ft.	
3 to 4 ft.	
<i>Magnolia Bilex</i> , selected type similar	
to convexa, but stronger grower	1.00
2 to 3 ft.	1.50
3 to 4 ft.	2.00
<i>Magnolia repandens</i> , dwarf, spread-	
ing, compact	1.25
2 to 3 ft.	1.75
3 to 4 ft.	
<i>Magnolia rotundifolia</i> , well-sheared,	
very heavy	.80
2 to 3 ft.	1.00
3 to 4 ft.	1.50
4 to 5 ft.	2.00
5 to 6 ft.	2.50
6 to 7 ft.	3.00

<i>Ilex glabra</i>		
15 to 18 ins.	\$1.25	
<i>Ilex opaca</i> , seedlings, sheared		
2 to 3 ft.	1.50	
3 to 4 ft.	2.50	
4 to 5 ft.	3.50	
5 to 6 ft.	5.00	
<i>Ilex opaca Croonenburg</i>		
2 to 3 ft.	2.00	
3 to 4 ft.	3.00	
4 to 5 ft.	4.00	
5 to 6 ft.	5.00	
<i>Ilex East Palatka</i>		
2 to 3 ft.	2.00	
3 to 4 ft.	3.00	
4 to 5 ft.	4.00	
5 to 6 ft.	5.00	
6 to 7 ft.	7.50	
8 to 10 ft.	12.50	
10 to 12 ft.	17.50	
<i>Ilex fosteri</i> No. 2		
2 to 3 ft.	2.00	
3 to 4 ft.	3.00	
<i>Ilex opaca howardi</i>		
2 to 3 ft.	2.00	
3 to 4 ft.	3.00	
4 to 5 ft.	4.00	
5 to 6 ft.	5.00	
<i>Ilex opaca Hume</i> No. 2		
2 to 3 ft.	2.00	
3 to 4 ft.	3.00	
4 to 5 ft.	4.00	
5 to 6 ft.	5.00	
<i>Ilex opaca Reynolds</i>		
2 to 3 ft.	2.00	
3 to 4 ft.	3.00	
<i>Ilex vomitoria</i> , well-sheared, very good		
18 to 24 ins.	1.00	
24 to 30 ins.	1.50	
30 to 36 ins.	2.00	
3 to 4 ft.	2.50	
4 to 5 ft.	3.00	
5 to 6 ft.	4.00	
<i>Ilex vomitoria nana</i> , very dwarf type		
12 to 15 ins.	1.25	
15 to 18 ins.	1.75	
<i>Ilex vomitoria Pride of Houston</i> , heavily sheared		
18 to 24 ins.	1.00	
24 to 30 ins.	1.50	
30 to 36 ins.	2.00	
3 to 4 ft.	2.50	
4 to 5 ft.	3.00	
<i>Illicium anisatum</i>		
2 to 3 ft.	1.25	
<i>Jasminum floridum</i>		
15 to 18 ins.	1.00	
18 to 24 ins.	1.25	
24 to 30 ins.	1.50	
<i>Ligustrum lucidum</i> (Black Wax)		
24 to 30 ins.	1.00	
30 to 36 ins.	1.25	
<i>Ligustrum lucidum</i> , Griffin type		
24 to 30 ins.	1.00	
30 to 36 ins.	1.25	
<i>Ligustrum lucidum</i> (Suwannee River)		
15 to 18 ins.	1.75	
18 to 24 ins.	2.25	
24 to 30 ins.	2.75	
<i>Laurocerasus caroliniana</i> (Cherry Laurel), heavily sheared		
2 to 3 ft.	1.25	
3 to 4 ft.	1.50	
4 to 5 ft.	2.50	
5 to 6 ft.	3.50	
6 to 8 ft.	5.00	
<i>Loropetalum Chinense</i> (Texas Fringe)		
18 to 24 ins.	1.25	
24 to 30 ins.	1.50	
30 to 36 ins.	2.00	
<i>Magnolia grandiflora</i>		
2 to 3 ft.	2.00	
3 to 4 ft.	3.00	
4 to 5 ft.	4.00	
5 to 6 ft.	5.00	
6 to 8 ft.	7.50	
<i>Magnolia glauca</i>		
2 to 3 ft.	\$1.50	
3 to 4 ft.	2.50	
4 to 5 ft.	3.50	
5 to 6 ft.	5.00	
6 to 8 ft.	7.50	
<i>Nandina domestica</i>		
15 to 18 ins.	.80	
18 to 24 ins.	1.00	
24 to 30 ins.	1.25	
30 to 36 ins.	1.50	
3 to 4 ft.	2.00	
<i>Osmanthus aquifolium</i>		
24 to 30 ins.	1.50	
30 to 36 ins.	2.00	
<i>Osmanthus fortunei</i>		
18 to 24 ins.	1.25	
24 to 30 ins.	1.50	
<i>Viburnum burkwoodi</i>		
18 to 24 ins.	1.50	
24 to 30 ins.	1.75	
30 to 36 ins.	2.00	

DECIDUOUS TREES,
B&B

<i>Cornus florida</i> (White Dogwood)	
2 to 3 ft.	\$1.00
3 to 4 ft.	1.50
4 to 5 ft.	2.00
5 to 6 ft.	2.75
6 to 8 ft.	4.00
<i>Cornus florida rubra</i> (Pink-Flowering Dogwood)	
24 to 30 ins.	1.50
30 to 36 ins.	2.00
3 to 4 ft.	3.00
<i>Magnolia soulangeana</i> (Pink Magnolia)	
2 to 3 ft.	2.00
3 to 4 ft.	2.75
4 to 5 ft.	3.50
5 to 6 ft.	4.50
<i>Magnolia soulangeana nigra</i> (Purple Magnolia)	
2 to 3 ft.	1.50
3 to 4 ft.	2.25
4 to 5 ft.	3.00
5 to 6 ft.	4.00
<i>Magnolia rustica rubra</i> (Red Magnolia)	
4 to 5 ft.	3.50
5 to 6 ft.	4.00
<i>Magnolia stellata</i> (Dwarf Star Magnolia)	
2 to 3 ft.	3.00

GALLON-SIZE
CONTAINER-GROWN
STOCK

80c each	
Arbutus, Berckmans	
Arbutus, Blue Cone	
Juniper, pfitzeriana	
Juniper, pfitzeriana compacta	
Juniper, excelsa stricta	
Juniper, fastigiata (Improved Irish)	
Juniper, helix glauca	
Juniper, sabina	
Magnolia grandiflora	
Ilex burfordi	
Ilex rotundifolia	
Ilex convexa (bullata)	
Ligustrum lucidum	
Pyracantha formosana, red	
Pyracantha lalandi, orange	
Gardenia fortunei	

PREMIUM QUALITY
LAWN GRASS

Zoysia Matrella	\$2.00 sq. yd.
Zoysia Meyer Z-52	2.00 sq. yd.
Zoysia Emerald	2.00 sq. yd.
Tifine, Hybrid Bermuda (Tifton 127)	2.00 sq. yd.

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COLLIERVILLE,
TENN.

PLUMFIELD NURSERIES, Inc

P. O. Box 7

FREMONT, NEB.

TERMS: Cash unless satisfactory credit is established. Packing at cost.

DECIDUOUS SEEDLINGS:	Per 100	Per 1000
Acer ginnala (Ginnala Maple)		
18 to 24 ins.	\$ 5.00	\$45.00
12 to 18 ins.	4.00	35.00
6 to 12 ins.	3.00	25.00
Acer negundo (Box Elder)		
18 to 24 ins.	3.20	28.00
12 to 18 ins.	2.40	20.00
6 to 12 ins.	1.40	12.00
Ampelopsis veitchii (Boston Ivy)		
2-yr., No. 1, S.	30.00	250.00
2-yr., medium, S.	20.00	150.00
Celtis occidentalis (Hackberry)		
18 to 24 ins.	4.50	40.00
12 to 18 ins.	2.90	25.00
6 to 12 ins.	1.80	15.00
Clematis ligusticifolia		
8 to 15 ins., lvr.	4.50	40.00
Crataegus arnoldiana		
12 to 18 ins.	5.50	50.00
6 to 12 ins.	4.00	35.00
Elaeagnus commutata (Silverberry)		
18 to 24 ins.	6.50	60.00
12 to 18 ins.	5.50	50.00
6 to 12 ins.	4.00	35.00
Fraxinus lanceolata (Green Ash)		
3 to 4 ft.	5.60	50.00
2 to 3 ft.	4.00	35.00
18 to 24 ins.	3.20	28.00
12 to 18 ins.	2.40	20.00
Gleditsia triacanthos inermis (Thornless Honey Locust)		
3 to 4 ft.	8.00	75.00
2 to 3 ft.	5.00	45.00
18 to 24 ins.	3.50	30.00
12 to 18 ins.	2.60	22.00

HARDY UNDERSTOCKS FOR THE NORTH

	Per 100	Per 1000
Malus Columbia		
No. 1	\$5.50	\$50.00
No. 2	4.50	40.00
No. 3	3.00	25.00
Malus Hopa		
No. 1	5.50	50.00
No. 2	4.50	40.00
No. 3	3.00	25.00
Malus Manchurica		
No. 1	5.50	50.00
No. 2	4.50	40.00
No. 3	3.00	25.00
Malus Rosybloom		
No. 1	5.50	50.00
No. 2	4.50	40.00
No. 3	3.00	25.00

	Per 100	Per 1000
Morus tatarica (Russian Mulberry)		
18 to 24 ins.	\$ 3.20	\$28.00
12 to 18 ins.	2.40	20.00
6 to 12 ins.	1.40	12.00
Prunus americana (Native Plum)		
1/2-in. cal.	4.50	40.00
No. 1	4.00	35.00
No. 2	2.90	25.00
No. 3	2.10	18.00
Prunus armeniaca (Siberian Apricot)		
2 to 3 ft.	8.00	75.00
18 to 24 ins.	6.50	60.00
12 to 18 ins.	4.00	35.00
6 to 12 ins.	2.50	20.00
Prunus besseyi (Western Sand Cherry)		
2 to 3 ft.	8.00	75.00
18 to 24 ins.	5.50	50.00
12 to 18 ins.	3.50	30.00
6 to 12 ins.	2.50	20.00
Prunus melanocarpa (Chokecherry)		
12 to 18 ins.	5.50	50.00
6 to 12 ins.	4.50	40.00
Prunus serotina (Wild Black Cherry)		
2 to 3 ft.	5.50	50.00
18 to 24 ins.	4.50	40.00
12 to 18 ins.	3.50	30.00
6 to 12 ins.	2.50	20.00
Prunus tenella (Russian Almond)		
12 to 18 ins.	5.50	50.00
6 to 12 ins.	4.00	35.00

	Per 100	Per 1000
Prunus tomentosa (Nanking Cherry)		
2 to 3 ft.	\$14.00	\$120.00
18 to 24 ins.	8.50	80.00
12 to 18 ins.	6.00	55.00
Prunus triloba		
2 to 3 ft.	15.00	130.00
18 to 24 ins.	9.00	85.00
12 to 18 ins.	6.50	60.00
6 to 12 ins.	3.00	25.00
Pyrus ussuriensis (Korean Pear)		
No. 1	5.50	50.00
No. 2	5.00	45.00
No. 3	4.50	40.00
Robinia pseudoacacia (Black Locust)		
2 to 3 ft.	4.00	35.00
18 to 24 ins.	3.20	28.00
12 to 18 ins.	2.40	20.00
Ulmus pumila (Chinese Elm)		
2 to 3 ft.	4.50	40.00
18 to 24 ins.	3.20	28.00
12 to 18 ins.	2.40	20.00
6 to 12 ins.	1.40	12.00
Shepherdia argentea (Buffalo Berry)		
12 to 18 ins.	5.00	45.00
6 to 12 ins.	4.00	35.00

Send us your list for quotations on large quantities.

LINING-OUT EVERGREENS:	Each 10	Each 100	Each 1000
Bare-root.			
Admirabilis Creeping Juniper			
12 to 15 ins., TTT.	\$0.75	\$0.70	\$0.65
9 to 12 ins., TTT.	.60	.55	.50
Andorra Juniper			
12 to 15 ins., TTT.	.75	.70	.65
9 to 12 ins., TTT.	.60	.55	.50
Irish Juniper			
6 to 9 ins., TTT.	.45	.40	.35
Pfitzer Juniper			
15 to 18 ins., TTT.	1.10	1.00	.90
12 to 15 ins., TTT.	.85	.80	.75
9 to 12 ins., TTT.	.70	.65	.60
6 to 9 ins., TTT.	.45	.40	.35
Gold Tip Pfitzer Juniper			
12 to 15 ins., TTT.	.85	.80	.75
9 to 12 ins., TTT.	.70	.65	.60
6 to 9 ins., TTT.	.45	.40	.35
Hetz Juniper			
18 to 24 ins., TTT.	1.45	1.35	1.25
15 to 18 ins., TTT.	1.10	1.00	.90
12 to 15 ins., TTT.	.85	.80	.75
9 to 12 ins., TTT.	.70	.65	.60
6 to 9 ins., TTT.	.45	.40	.35
Savin Juniper			
18 to 24 ins., TTT.	1.45	1.35	1.25
15 to 18 ins., TTT.	1.10	1.00	.90
12 to 15 ins., TTT.	.85	.80	.75
9 to 12 ins., TTT.	.70	.65	.60
Thuja americana pyramidalis			
15 to 18 ins., TTT.	1.10	1.00	.90
12 to 15 ins., TTT.	.85	.80	.75
9 to 12 ins., TTT.	.70	.65	.60
Woodward Globe Arborvitae			
9 to 12 ins., TTT.	.70	.65	.60
6 to 9 ins., TTT.	.45	.40	.35

CANNED EVERGREENS:	Each Per 5	Each Per 100
Andorra Juniper		
1-gal. can	\$1.25	\$1.10
Irish Juniper		
1-gal. can	1.25	1.10
Pfitzer Juniper		
1-gal. can	1.45	1.35
Hetz Juniper		
1-gal. can	1.45	1.35
Savin Juniper		
1-gal. can	1.45	1.35
Juniperus virginiana		
1-gal. can		
18 to 24 ins.	1.40	1.30
2 to 3 ft.	1.50	1.40
Koster Juniper		
1-gal. can	1.45	1.35
Taxus cuspidata		
1-gal. can	1.50	1.40
Woodward Globe Arborvitae		
1-gal. can	1.25	1.10
Euonymus alatus compactus		
1-gal. can	1.00	.90

Canned evergreens packed 5 to a basket. PROMPTLY AVAILABLE.

tice, and a son, Raymond W., both associated with him in the nursery business; another son, Charles, and a daughter are among the survivors.

M. B. S.

Robert S. Horn, Jr.

Robert S. Horn, Jr., Doylestown, Pa., died September 8 at the age of 55. He had been admitted to Doylestown hospital a week earlier with a heart ailment. Born at Martin, Pa., Mr. Horn had been in the textile chemical business at Reading, Pa., until a few years ago, when he became a nurseryman.

Mr. Horn was a member of the American Association of Nurserymen and the Pennsylvania Nurserymen's Association. A Mason, he was a member of the Lehigh Consistory, and he also held membership in local American Legion, Moose and Rotary International groups. Survivors are his widow, Mrs. Mary Young Horn; a son, Robert A., and two sisters.

Alexander Forbes, Jr.

Alexander Forbes, Jr., Alexander Forbes & Co., Millburn, N. J., died September 15 at a Summit, N. J., hospital after a long illness. He was 65. The son of Alexander and Mary Forbes, he was born at Jersey City, N. J., where he completed his early schooling. After graduating in 1913 from Stevens Institute of Technology, Hoboken, with a degree in mechanical engineering, he entered his father's seed business at Newark, N. J. In 1916 the firm became Alexander Forbes & Co., and the younger Mr. Forbes became secretary. After his father's death in 1928, he succeeded to the presidency of the firm, which position he held until his own death.

Originally the Newark firm catered mainly to the national market gardener trade and to local suburban home gardeners. In 1940 a garden center was opened at Hanover, N. J., and in 1952 a second one was started at Millburn, N. J. The technical knowledge gained from his engineering training served Mr. Forbes well in the creation of these two modern centers and in the production of the company's catalogs, in which he introduced many innovations in text and style. Always receptive to new ideas in automation, Mr. Forbes adapted many of these ideas to the nursery trade, one of which resulted in a recently completed range of conveyor-served plastic greenhouses.

Operations of the firm will be carried on by his brother John and his son, Alexander III. Among the oth-



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ORNAMENTAL AND SHADE TREES (Cont'd.)

Per 10 Per 100 Per 1000				Per 10 Per 100 Per 1000				Per 10 Per 100 Per 1000				
PRUNUS FLORIDA RUBRA (Pink Dogwood)				MELIA UMBRACULIFORMIS (True Texas Umbrella)				PRUNUS NEWPORT (Purple-leaved Plum)				
12 to 18 ins.	\$ 8.00	\$75.00	....	6 to 12 ins. S.	\$0.50	\$ 3.50	\$ 30.00	PRUNUS THUNDERCLOUD (Purple-leaved Plum)	12 to 18 ins. June bud	2.00	15.00	....
12 to 24 ins.	12.50	100.00	....	12 to 18 ins. S. ....	.60	4.00	35.00	PRUNUS PISSARDI (Purple-leaved Plum)	18 to 24 ins. June bud	2.50	20.00	....
2 to 4 ft. well-br.	15.00	125.00	....	18 to 24 ins. S. ....	.70	5.50	50.00		24 to 30 ins. June bud	2.75	22.50	....
4 to 6 ft. well-br. 2-yr.	22.00	200.00	....	2 to 4 ft. T.	3.00	25.00	200.00		30 to 36 ins. June bud	3.25	27.50	....
4 to 6 ft. well-br. 2-yr.	32.50	300.00	....	3 to 4 ft. T.	4.00	35.00	300.00		7/16 to 9/16-in. cal. br.	....	....	....
4 to 6 ft. well-br. B&B	50.00	500.00	....	4 to 5 ft. T.	5.50	50.00	450.00		dormant bud	4.00	35.00	....
4 to 6 ft. well-br. B&B	80.00	750.00	....	5 to 6 ft. T.	6.00	55.00	500.00		9/16 to 1 1/16-in. cal. br.	....	....	....
(Add \$30 per plant for B&B where not priced so.)				6 to 8 ft. T.	8.50	....	....		dormant bud	5.00	45.00	....
FRAXINUS AMERICANA (White Ash)				PLATANUS OCCIDENTALIS (Sycamore)					11/16-in. cal. dormant bud	7.00	65.00	....
FRAXINUS LANCEOLATA (Green Ash)				PRUNUS PERSICA (Flowering Peach)				QUERCUS COCCINEA (Scarlet Oak)				
6 to 12 ins. S. ....	.25	1.25	10.00	Double White	....	....	....	6 to 12 ins. S.	1.00	7.00	60.00	....
12 to 18 ins. S. ....	.30	1.75	15.00	Double Red	....	....	....	12 to 18 ins. S.	1.25	8.50	75.00	....
18 to 24 ins. S. ....	.45	2.25	20.00	Double Pink	....	....	....	18 to 24 ins. S.	1.50	12.50	100.00	....
2 to 4 ft. S. ....	.50	2.75	25.00	Peppermint Stick	....	....	....	2 to 3 ft. S.	2.00	17.50	150.00	....
3 to 4 ft. T. br.	4.50	40.00	....	Redleaf (Combination fruiting and flowering Peach)	....	....	....	TAXODIUM DISTICHUM (Bald Cypress)				
4 to 5 ft. T. br.	5.50	50.00	....	12 to 18 ins. br. ....	....	....	....	6 to 12 ins. S.	1.00	8.00	65.00	....
5 to 6 ft. T. br.	6.50	60.00	....	June bud	2.00	15.00	....	12 to 18 ins. S.	1.25	10.00	85.00	....
6 to 8 ft. T. br.	7.50	70.00	....	18 to 24 ins. br.	2.50	20.00	....	18 to 24 ins. S.	1.75	15.00	125.00	....
LEDISTIA TRIACANTHOS (Honey Locust)				24 to 30 ins. br.	2.75	22.50	....	2 to 3 ft. S.	2.25	20.00	150.00	....
LEDISTIA TRIACANTHOS (Thornless Honey Locust)				June bud	....	....	....	3 to 4 ft. S. br.	3.00	25.00	....	....
6 to 12 ins. S. ....	.30	1.50	12.50	30 to 36 ins. br.	3.25	27.50	....	4 to 5 ft. S. br.	3.50	30.00	....	....
12 to 18 ins. S. ....	.40	2.00	17.50	2-yr. June bud	3.50	30.00	....	5 to 6 ft. S. br.	4.50	40.00	....	....
18 to 24 ins. S. ....	.50	3.00	25.00	7/16 to 9/16-in. cal. 3 to 4 ft. 2-yr. June bud	3.50	30.00	....	6 to 8 ft. T. br.	5.50	50.00	....	....
2 to 4 ft. S. ....	.60	3.50	30.00	5 ft. 2-yr. June bud	4.50	40.00	....	TILIA AMERICANA (American Linden)				
2 to 4 ft. T. ....	.70	5.00	45.00	11/16-in. cal. and up.	5.50	50.00	....	3 to 4 ft. T. br.	6.00	55.00	....	....
4 to 5 ft. T.	3.50	30.00	250.00	2-yr. June bud	5.50	50.00	....	4 to 5 ft. T. br.	7.50	70.00	....	....
4 to 5 ft. T.	4.00	35.00	....	5/16 to 7/16-in. cal.	3.50	30.00	....	5 to 6 ft. T. br.	10.00	....	....	....
6 to 8 ft. T.	4.50	40.00	....	dormant bud	3.50	30.00	....	6 to 8 ft. T. br.	12.50	....	....	....
6 to 8 ft. T.	5.50	....	....	7/16 to 9/16-in. cal.	4.00	35.00	....	8 to 10 ft. T. br.	15.00	....	....	....
LIODENDRON TULIPIFERA (Poplar) (Tulip Tree)				9/16 to 1 1/16-in. cal.	5.00	45.00	....	ULMUS AMERICANA (American Elm)				
6 to 12 ins. S. ....	.50	3.50	30.00	11/16-in. cal. dormant bud	7.00	65.00	....	6 to 12 ins. S. ....	.30	1.50	10.00	....
12 to 18 ins. S. ....	.60	4.50	40.00	18 to 24 ins. S.	7.50	50.00	....	12 to 18 ins. S. ....	.40	2.00	15.00	....
18 to 24 ins. S. ....	.70	5.50	50.00	2 to 4 ft. T.	7.50	50.00	....	18 to 24 ins. S. ....	.50	2.50	20.00	....
2 to 4 ft. T.	7.50	50.00	....	4 to 5 ft. T.	8.00	60.00	....	2 to 3 ft. S. ....	.60	3.00	25.00	....
4 to 5 ft. T.	10.00	75.00	....	6 to 8 ft. T.	10.00	75.00	....	4 to 5 ft. S. br.	1.00	7.00	75.00	....
6 to 8 ft. T.	15.00	125.00	....	8 to 10 ft. T.	17.50	150.00	....	ULMUS PUMILA (Chinese Elm)				
8 to 10 ft. T.	20.00	....	....	10 to 12 ft. T.	20.00	....	....	6 to 12 ins. S. ....	.30	1.50	10.00	....
(Add \$1.00 per tree for B&B. We cannot guarantee the livability of transplants moved pre-root.)				ANPELOPSIS QUINQUEFOLIA (Virginia Creeper)				12 to 18 ins. S. ....	.40	2.00	15.00	....
LIODENDRON TULIPIFERA (Poplar) (Tulip Tree)				4 to 6 ins. 1-yr. S.	\$0.60	\$ 4.00	\$ 35.00	18 to 24 ins. S. ....	.50	2.50	20.00	....
6 to 12 ins. S. ....	.50	3.50	30.00	6 to 12 ins. 1-yr. S. ....	.70	5.00	45.00	2 to 3 ft. S. ....	.60	3.00	25.00	....
12 to 18 ins. S. ....	.60	4.50	40.00	12 to 18 ins. 2-yr. S.	1.25	10.00	90.00	4 to 5 ft. S. ....	.70	4.50	40.00	....
18 to 24 ins. S. ....	.70	5.50	50.00	18 to 24 ins. 2-yr. S.	1.50	12.50	....	6 to 8 ft. S.	1.00	7.00	75.00	....
2 to 4 ft. T.	7.50	50.00	....	ELASTRUS ORBICULATA (Oriental Bittersweet)				WISTARIA FRUTESCENS (American Wistaria)				
4 to 5 ft. T.	10.00	75.00	....	6 to 12 ins. S. ....	.50	3.00	25.00	4 to 6 ins. S. 1-yr.	\$0.75	\$ 5.00	\$ 40.00	....
6 to 8 ft. T.	15.00	125.00	....	12 to 18 ins. S. ....	.60	3.50	30.00	6 to 12 ins. S. 1-yr. ....	.90	7.50	60.00	....
8 to 10 ft. T.	20.00	....	....	18 to 24 ins. S. ....	.70	4.00	35.00	12 to 18 ins. S. 1-yr.	1.10	10.00	85.00	....
ELASTRUS SCANDENS (American Bittersweet)				2 to 3 ft. T. br.	2.75	25.00	....	WISTARIA SINENSIS ALBA , white				
6 to 12 ins. S. ....	.50	3.00	25.00	WISTARIA SINENSIS (Chinese Wistaria), blue				WISTARIA SINENSIS (Chinese Wistaria), blue				
12 to 18 ins. S. ....	.60	3.50	30.00	4 to 6 ins. S. 1-yr.	\$0.75	\$ 5.00	\$ 40.00	4 to 6 ins. S. 1-yr.	\$0.75	\$ 5.00	\$ 40.00	....
18 to 24 ins. S. ....	.70	4.00	35.00	6 to 12 ins. S. 1-yr. ....	.90	7.50	60.00	6 to 12 ins. S. 1-yr. ....	.90	7.50	60.00	....
2 to 4 ft. T.	7.50	50.00	....	12 to 18 ins. S. 1-yr.	1.10	10.00	85.00	12 to 18 ins. S. 1-yr.	1.10	10.00	85.00	....
4 to 5 ft. T.	10.00	75.00	....	WISTARIA SINENSIS (Chinese Wistaria), blue				WISTARIA SINENSIS (Chinese Wistaria), blue				
6 to 8 ft. T.	15.00	125.00	....	2-yr. T. No. 1	1.50	10.00	85.00	4 to 6 ins. S. 1-yr.	\$0.75	\$ 5.00	\$ 40.00	....
8 to 10 ft. T.	20.00	....	....	2-yr. T. No. 2	1.25	9.00	75.00	6 to 12 ins. S. 1-yr. ....	.90	7.50	60.00	....
ELASTRUS ORBICULATA (Oriental Bittersweet)				2-yr. T. No. 3	1.00	7.50	65.00	12 to 18 ins. S. 1-yr.	1.10	10.00	85.00	....
6 to 12 ins. S. ....	.50	3.00	25.00	WISTARIA SINENSIS (Chinese Wistaria), blue				WISTARIA SINENSIS (Chinese Wistaria), blue				
12 to 18 ins. S. ....	.60	3.50	30.00	2-yr. T. No. 1	1.50	10.00	85.00	4 to 6 ins. S. 1-yr.	\$0.75	\$ 5.00	\$ 40.00	....
18 to 24 ins. S. ....	.70	4.00	35.00	2-yr. T. No. 2	1.25	9.00	75.00	6 to 12 ins. S. 1-yr. ....	.90	7.50	60.00	....
2 to 4 ft. T.	7.50	50.00	....	2-yr. T. No. 3	1.00	7.50	65.00	12 to 18 ins. S. 1-yr.	1.10	10.00	85.00	....
4 to 5 ft. T.	10.00	75.00	....	WISTARIA SINENSIS (Chinese Wistaria), blue				WISTARIA SINENSIS (Chinese Wistaria), blue				
6 to 8 ft. T.	15.00	125.00	....	2-yr. T. No. 1	1.50	10.00	85.00	4 to 6 ins. S. 1-yr.	\$0.75	\$ 5.00	\$ 40.00	....
8 to 10 ft. T.	20.00	....	....	2-yr. T. No. 2	1.25	9.00	75.00	6 to 12 ins. S. 1-yr. ....	.90	7.50	60.00	....
ELASTRUS ORBICULATA (Oriental Bittersweet)				2-yr. T. No. 3	1.00	7.50	65.00	12 to 18 ins. S. 1-yr.	1.10	10.00	85.00
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2 to 4 ft. T.	7.50	50.00	2-yr. T. No. 3	1.00	7.50	65.00	12 to 18 ins. S. 1-yr.	1.10	10.00	85.00
4 to 5 ft. T.	10.00	75.00	WISTARIA SINENSIS (Chinese Wistaria), blue				WISTARIA SINENSIS (Chinese Wistaria), blue				
6 to 8 ft. T.	15.00	125.00	....	2-yr. T. No. 1	1.50	10.00	85.00	4 to 6 ins. S. 1-yr.	\$0.75	\$ 5.00	\$ 40.00	....
8 to 10 ft. T.	20.00	....	....	2-yr. T. No. 2	1.25	9.00	75.00	6 to 12 ins. S. 1-yr. ....	.90	7.50	60.00	....
ELASTRUS ORBICULATA (Oriental Bittersweet)				2-yr. T. No. 3	1.00	7.50	65.00	12 to 18 ins. S. 1-yr.	1.10	10.00	85.00	....
6 to 12 ins. S.50	3.00	25.00	WISTARIA SINENSIS (Chinese Wistaria), blue				WISTARIA SINENSIS (Chinese Wistaria), blue				
12 to 18 ins. S.60	3.50	30.00	2-yr. T. No. 1	1.50	10.00	85.00	4 to 6 ins. S. 1-yr.	\$0.75	\$ 5.00	\$ 40.00
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2 to 4 ft. T.	7.50	50.00	2-yr. T. No. 3	1.00	7.50	65.00	12 to 18 ins. S. 1-yr.	1.10	10.00	85.00
4 to 5 ft. T.	10.00	75.00	WISTARIA SINENSIS (Chinese Wistaria), blue				WISTARIA SINENSIS (Chinese Wistaria), blue				
6 to 8 ft. T.	15.00	125.00	....	2-yr. T. No. 1	1.50	10.00	85.00	4 to 6 ins. S. 1-yr.	\$0.75	\$ 5.00	\$ 40.00	....
8 to 10 ft. T.	20.00	....	....	2-yr. T. No. 2	1.25	9.00	75.00	6 to 12 ins. S. 1-yr. ....	.90	7.50	60.00	....
ELASTRUS ORBICULATA (Oriental Bittersweet)				2-yr. T. No. 3	1.00	7.50	65.00	12 to 18 ins. S. 1-yr.	1.10	10.00	85.00	....
6 to 12 ins. S. ....	.50	3.00	25.00	WISTARIA SINENSIS (Chinese Wistaria), blue				WISTARIA SINENSIS (Chinese Wistaria), blue				
12 to 18 ins. S. ....	.60	3.50	30.00	2-yr. T. No. 1	1.50	10.00	85.00	4 to 6 ins. S. 1-yr.	\$0.75	\$ 5.00	\$ 40.00	....
18 to 24 ins.												

Bundle of 15 Musser seedlings, at right, compared with bundle of 15 ordinary seedlings.

As much difference in seed as in common and purebred cattle.

MUSSER TREES GROW BEST—

because—GOOD HEREDITY and CAREFUL SELECTION of SEED—SCIENTIFIC CULTURE IN THE NURSERY assure HEAVY ROOTS and STURDY TOPS. Our TREMENDOUS VOLUME enables us to offer MORE for YOUR MONEY.

SEEDLINGS AND TRANSPLANTS AT LOW, QUANTITY PRICE

	Per 100	Per 1000		Per 100	Per 1000
● SPECIAL STRAIN SCOTCH PINE					
Very best Christmas tree strain. Grown from seed collected by our own men from selected parent trees. Exceptionally healthy, sturdy, straight-stemmed specimens, with rich color.					
2-yr., S., 4 to 8 ins.	\$ 7.00	\$ 35.00			
4-yr., T., 8 to 14 ins.	20.00	100.00			
● MUGHO PINE					
4-yr., S., 5 to 10 ins.	10.00	50.00			
5-yr., T., 6 to 12 ins.	25.00	125.00			
● AUSTRIAN PINE					
3-yr., S., 8 to 14 ins.	9.00	45.00			
● BLACK HILLS SPRUCE					
3-yr., S., 4 to 8 ins.	7.00	35.00			
4-yr., S., 5 to 10 ins.	10.00	50.00			
4-yr., T., 5 to 10 ins.	17.00	85.00			
● NORWAY SPRUCE—Fast-growing					
Special strain of our own collection.					
2-yr., S., 5 to 10 ins.	7.00	35.00			
3-yr., S., 8 to 14 ins.	10.00	50.00			
4-yr., T. (2-2), 10 to 14 ins.	20.00	100.00			
Excellent understock.					
● WHITE SPRUCE					
3-yr., S., 8 to 12 ins.	9.00	45.00			
● COLORADO BLUE SPRUCE					
3-yr., S., 8 to 12 ins.	12.00	60.00			
5-yr., T., 8 to 12 ins.	35.00	175.00			
● DOUGLAS FIR					
3-yr., S., 5 to 10 ins.	9.00	45.00			
● AMERICAN ARBORVITAE					
3-yr., S., 6 to 10 ins.	8.00	40.00			
● CANADIAN HEMLOCK					
3-yr., S., 8 to 14 ins.	20.00	100.00			
● RED BARBERRY					
2-yr., S., 6 to 12 ins.	8.00	40.00			
● CONCOLOR FIR					
2-yr., S., 3 to 6 ins.	10.00	50.00			
● JAPANESE YEW					
<i>Taxus cuspidata capitata</i> —upright pyramidal					
2-yr., S., 3 to 6 ins.	\$20.00	\$175.00			
<i>Taxus cuspidata</i> —spreading					
1-yr., T., 5 to 6 ins.	20.00	150.00			
2-yr., T., 8 to 12 ins.	40.00	350.00			
<i>Taxus hicksii</i> —upright					
1-yr., T., 5 to 6 ins.	25.00	175.00			
2-yr., T., 8 to 12 ins.	40.00	300.00			
<i>Taxus brownii</i>					
1-yr., T., 4 to 6 ins.	25.00	175.00			
2-yr., T., 6 to 8 ins.	40.00	350.00			
<i>Taxus cuspidata capitata</i> —spreading					
From side cuttings.					
2-yr., T., 6 to 8 ins.	30.00	250.00			
<i>Taxus cuspidata capitata</i> —upright					
From tip cuttings.					
1-yr., T., 6 to 8 ins.	25.00	175.00			
<i>Taxus intermedia</i> —spreading					
1-yr., T., 4 to 6 ins.	25.00	175.00			
2-yr., T., 6 to 8 ins.	40.00	350.00			
● JUNIPER HETZI GLAUCA					
1-yr., T., 5 to 7 ins.	25.00	200.00			
● GLOBE ARBORVITAE					
<i>Woodwardii</i>					
1-yr., T., 4 to 6 ins.	30.00	250.00			
<i>Hovey's</i>					
1-yr., T., 4 to 6 ins.	30.00	250.00			
● PYRAMIDAL ARBORVITAE—Compacta					
1-yr., T., 5 to 7 ins.	25.00	200.00			
● JAPANESE HOLLY					
<i>Ilex rotundifolia</i>					
1-yr., T., 5 to 6 ins.	20.00	175.00			
2-yr., T., 6 to 8 ins.	30.00	250.00			
<i>Ilex convexa</i>					
1-yr., T., 4 to 6 ins.	20.00	175.00			
● WHITE DOGWOOD					
Seedlgs., 12 to 18 ins.					
10.00	50.00				
Trans., 18 to 30 ins.					
30.00	150.00				

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er survivors are his widow, Eve; two daughters; a sister, and a brother.

James Livingstone

James Livingstone, Brown Deer, Wis., died September 16 while being taken to a hospital after suffering a heart attack at his home. He was 85. Mr. Livingstone worked for the Holton & Hunkel Co., Milwaukee, Wis., for 28 years and was head of the nursery department during much of that time. After his retirement in 1943 he was an adviser to the firm and continued to attend florists' and nurserymen's meetings.

Mr. Livingstone helped popularize the orchid as a house plant and was successful in the hybridization of carnations and chrysanthemums. A native of Scotland, he came to the United States at the age of 24, and worked for many years as an estate gardener in Illinois and Wisconsin. In 1952, he was honored by the Wisconsin Nurserymen's Association for "devoting his life to horticulture and the nursery business." Mr. Livingstone was a past president and honorary life member of the Wisconsin Nurserymen's Association, the Milwaukee Florists' Club and St. Andrew's Society.

Surviving are four daughters, Mrs. G. H. Hunkel, Mrs. George W. Garrett, Mrs. Arthur H. Siegel and Mrs. Gregory Neuenberger.

Otto Heege

Otto Heege, 70, owner and operator of the South Park Nursery, Seattle, Wash., died August 27 in Göttingen, Germany, while on a trip to his birthplace with his wife, Frida, and his daughter Marguerite. Mr. Heege had lived in Seattle since 1908 and had been in the nursery business since 1911. He had left last May for the trip to Germany. Other survivors include another daughter and two brothers. M. B. S.

Mrs. Minnie Holcomb

Mrs. Minnie Holcomb, wife of H. Parks Holcomb, Greenmount Nursery, Marlboro, Vt., died recently at the age of 67 at Hanover, N. H., after a long illness. Born at Canton, Conn., in 1889, Mrs. Holcomb was married in 1912. She lived in the Hartford and Litchfield county areas of Connecticut, where her husband was active in the nursery trade, until 1953, when she accompanied him to Marlboro. Mrs. Holcomb was a member of the Winchester, Conn., grange and farm bureau. Her husband and a son, Parks B. Holcomb, are members of the Connecticut Nurserymen's Association. Besides her husband, Mrs. Holcomb is survived by five sons and six daughters.

Announcing—

A Sherman Line of Soil Working Equipment for Ford Tractors

Sherman-Gannon EARTHCAVATOR

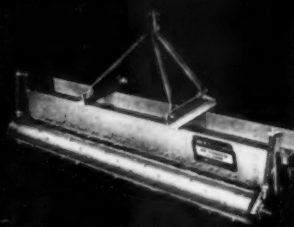
Scarifies, Grades, Levels, Backfills



Ideal, all-purpose unit. Lever operated from seat permits choice of scarifying, grading, leveling, or backfilling. Teeth locked to prevent falling out. Extra deep ripping, 65 in. and 72 in. models for Ford Tractor; 80 in. for Fordson Major Diesel. Write for Bulletin No. SP729.

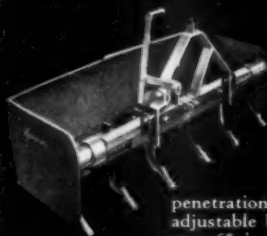
Sherman-Gill Single-Roller MULTI-PURPOSE SOIL TOOL

"6 tools in one" for the complete preparation of any seedbed. Scarifies, grades, levels, breaks clods, pulverizes, rolls firm. Also seeds (with attachment). Takes over after rough grading to eliminate plowing or disking. Write for Bulletin No. SP733.



Sherman-Gannon LANDSCAPER

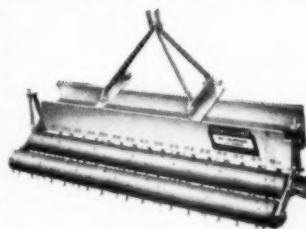
One Tool for Four Jobs



Scrape and scarify at the same time or backfill at touch of lever. Flat sides for close work. Hinged back gate can be locked to permit front blade penetration when grading. Front blade acts as shoe to keep gate from deep penetration when backfilling. Teeth are adjustable but locked to prevent falling out. 65 in. and 72 in. models for Ford Tractor. Write for Bulletin No. SP729.

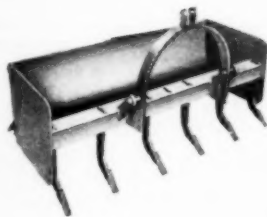
Sherman-Gill Double-Roller MULTI-PURPOSE SOIL TOOL

This model is the same as the Sherman-Gill Multi-Purpose Single-Roller Soil Tool but has two rollers for work in large areas. It is ideal for extreme soil conditions including clay and sand. Takes over after rough grading and releases five to ten men for other work. Write for Bulletin No. SP733.



Sherman-Gannon ECONOMY

Priced Below Similar Scrapers



Scrapes and scarifies at same time. Also grades, levels, or backfills. Flat sides for close work. Adjustable teeth but locked to prevent falling out. Hinged back gate permits front blade to penetrate when grading but keeps rear blade high when backfilling. 65 in. model for Ford Tractor. Write for Bulletin No. SP729.

Sherman-Gill SEEDER for Soil Working Tools

Available in three bushel single section model for use with Sherman-Gill single or double-roller soil tool and in four bushel double section model for double-roller soil tool for large area jobs where seed separation is desirable. Provides excellent distribution and coverage. Reduces waste. Write for Bulletin No. SP734.



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CHARLIE CHESTNUT



EMIL GOES TO THE FAIR

Dear Mr. White:

From time to time I have read your sales bulletins telling how to get ahead in the nursery business; so probably you are looking for other ideas. It may be you have heard some reports on Emils exhibit at the Lake Park Fair. In case you decide to write it up for the bulletin for the benefit of other members you should know the real facts instead of the glowing report Emil was handing out at the convention. It is true that Emil made a few dollars, but not in anyway you might expect. This here is the facts as follows.

A year ago last August old Doc Hart who is in charge of the cattle barns at the fair come out to the nursery and talked Emil into keeping the cattle barns cleaned out. We had to haul the stuff away every morning during the fair.

"You can make good use of the fertilizer, Emil," Doc says. "Some of your junk looks like it could stand a good shot in the arm," Doc says.

Emil said he would do it, but he didn't know what he was getting. We hauled 12 truck loads of straw, which included a total of two bushels of you know what, Mr. White. The fertilizer come awful high as you can see.

Emil had been sputtering about that deal for a year; especially he give the raspberry to Doc Hart whenever he seen Doc. The upshot of it was Doc finally offered Emil free exhibit space this year to shut him up. Thats how we come to put in a exhibit and not because the fair was clammering for Emil to come and make a landscape like he was telling at the convention.

We had a space 60x60 feet out in the baseball field, backed up to the midway and in among the farm machinery. On one side was a deafening demonstration of cutting logs with a chain saw and on the other side was the uproar of the merry go round, the power plant of the midway and the barking of the side shows.

"Now you got the space for free, Emil," I says, "what are you going to put in?"

"Here is where I will show my

landscaping talent," he says. "I will make the F&M nursery look sick; all Jake has got is a 6-foot square space under the grandstand. I'll put in a complete landscape," Emil says. And with that announcement he got down his drawing tools and laid out a 60-foot square on a piece of paper. I started out to hitch up Victoria to do some cultivating.

When I got to the door I says, "Emil, if you was to enter Victoria in the horse show, you would steal the show. If they got prizes for the oldest nag, (Victoria will be 19 in the spring) you would get that, and if they got a prize for the most pronounced case of swayback you would get that too." But Emil made no comment as his mind was lost in a maze of honeysuckle, etc., developing into a landscape planting.

Next day he showed me his plan. "Look here Chas.," he says. "I got a honeysuckle hedge clean around

except in front, what do you think of that?"

"That," I says, "sure takes a heap of imagination. What else you got down?"

"Over in this corner I got a box elder," he says.

"It'll take a 6-foot ball to move it this time of year," I says. "The smallest we got is about 5-inch."

"Honeysuckle and box elder is two of my specialties," Emil says. "The first rule of a exhibit is to put the stuff in that you got to sell. I'll paint up my picnic table and them two canvas chairs and set them in the middle of the yard."

"Are you going to be there to answer questions during the fair?" I says.

"I'll be there to take the names for landscape jobs and to answer all questions. You can go nights and I will go days," Emil says.

"Do I get overtime for hanging

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	Per 1000	12-cm. 11 to and up 12-cm.
Afterglow, Orange-rose	\$46.00	\$41.00
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Annie Speelman, Creamy-white	53.00	41.00
Aristocrat, Violet	52.00	41.00
Barlagon, Cochineal-red	46.00	41.00
Bleu Aimable, Lilac-blue	46.00	41.00
Campfire, Blood-red	50.00	41.00
Caroline Testout, Soft pink	52.00	41.00
Charles Needham, Scarlet	61.00	41.00
City of Haarlem, Vermilion	65.00	59.00
Clara Butt, Salmon-pink	43.00	39.00
Cordell Hull, Blood-red and white	50.00	41.00
Duke of Wellington, Large white	55.00	41.00
Farncombe Sanders, Cochineal-red	46.00	41.00
Flag of War, Deep blood-red	52.00	41.00
Glacier, Ivory-white	55.00	41.00
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La Tulipe Noire, The black tulip	50.00	41.00
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Niphetos, Cream-yellow	52.00	41.00
Philips Snowden, Deep rose	43.00	39.00
Pride of Haarlem, Corise	43.00	39.00
Pride of Zwaneburg, Salmon-pink	52.00	45.00
Princess Elizabeth, Rose-pink	46.00	41.00
Prunus, Deep pink	46.00	39.00
Queen of Night, Velvety maroon	44.00	41.00
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Scotch Lassie, Lavender-blue	46.00	39.00
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White Giant, Large white	53.00	41.00
William Pitt, Cochineal-red	46.00	41.00
Yellow Giant, Yellow	40.00	36.00
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Oxford, Red flushed deeper red	90.00

DOUBLE LATE (PEONY) TULIPS

Clara Carder, Tyrian-purple	45.00	40.00
Coxa, Carmine-red	52.00	41.00
Eros, Old rose	52.00	41.00
Livingstone, Cardinal-red	52.00	41.00
Mount Tacoma, White	52.00	41.00
Nizza, Yellow striped red	52.00	41.00
Royalty, Bright red	45.00	40.00
Symphonia, Cherry-red	45.00	40.00
Uncle Tom, Maroon	52.00	41.00

NARCISSI

(Priced per 1000)

TRUMPET NARCISSUS

	DN I	DN II
Beesheba, White, long trumpet	\$110.00	\$85.00
Golden Harvest, Large golden-yellow	110.00	85.00
King Alfred, Yellow	85.00	75.00
Lord Nelson, Immense golden-yellow	95.00	80.00
Mrs. E. H. Krolage, Cream-white	80.00	75.00
Mrs. R. O. Backhouse, White, pink cup	90.00	80.00
Mount Hood, Fine large white	95.00	85.00
President Lebrun, Best white and yellow	85.00	75.00
Rembrandt, Large, medium early yellow	95.00	80.00
Spring Glory, Early yellow and white	80.00	75.00
Unsurpassable, Very large yellow	100.00	85.00

MEDIUM AND SHORT CUP NARCISSUS

Franciscus, Drake, White with orange cup	78.00	70.00
Helios, Yellow yellow cup flushed orange	75.00	65.00
Orange Glow, Yellow, large orange cup	78.00	70.00
Scarlet Elegance, Yellow, orange-red cup	92.00	80.00
Selma Lagerlof, White, yellow and orange cup	92.00	80.00
Thalia, Pure white cluster	100.00	92.00
Tunis, White and cream-yellow	75.00	65.00

POETAZ AND POETICUS NARCISSUS

Actaea, White pheasant's-eye	75.00	65.00
Cheerfulness, Fragrant double white cluster	65.00	60.00
Geranium, White, orange cup	70.00	60.00
La Riente, White, orange-red crown	80.00	70.00
Scarlet Gem, Yellow, red cup	70.00	60.00
St. Agnes, White, orange-red cup	65.00	60.00
Yellow Cheerfulness, Double yellow cluster	70.00	65.00
Naturalizing Mix Narcissus, Rd I	55.00	

DOUBLE TRUMPET NARCISSUS

	DN I	DN II
Mary Copland, White, orange center	\$100.00	\$82.00
Texas, Yellow with red center	80.00	75.00
Twink, Creamy-yellow, orange center	80.00	75.00

100 OF A VARIETY WILL BE SHIPPED AT THE 1000 PRICE. ORDERS FOR SMALLER QUANTITIES ADD 10%. NO ORDERS FOR LESS THAN 25 OF ANY ONE ITEM.

DELIVERY WHEN YOU WANT IT. ALL PRICES QUOTED F.O.B. EAST McKEESPORT (PITTSBURGH), PA.

THE FLOWER FARM

EAST McKEESPORT 8, PA.

Phone (Pittsburgh) VAlley 4-2166

COTTAGE TULIPS

	Per 1000	12-cm. 11 to and up 12-cm.
Advance, Large scarlet	\$52.00	
Carrara, White	46.00	\$41.00
Chappaqua, Violet-rose	52.00	
Dido, Orange-red	46.00	41.00
Golden Harvest, Deep yellow	40.00	36.00
Golden Measure, Yellow, red edge	52.00	
Grenadier, Orange-scarlet	46.00	
G. W. Leak, Geranium-red	53.00	45.00
Ivory Glory, Ivory-white	61.00	52.00
Marjorie Bowen, Buff-salmon	43.00	
Mrs. J. T. Scheepers, Canary-yellow	53.00	45.00
Northern Queen, Pink-white	46.00	41.00
Princess Margaret Rose, Yellow and red edge	40.00	36.00
Smiling Queen, Pink	53.00	45.00
Vlammenspel, Red and yellow	40.00	36.00
White Triumphator, Lily-white	52.00	

PARROT TULIPS

Black Parrot, Purple-black	43.00	40.00
Blue Parrot, Heliotrope-blue	52.00	41.00
Discovery, Pink, silvery edge	52.00	
Fantasy, Pink flamed green	48.00	41.00
Orange Favorite, Orange and green	48.00	40.00
Sunshine, Yellow	53.00	45.00
Texas Gold, Yellow flushed red	48.00	43.00
Therese, Rosy-red	53.00	45.00

MIDSEASON TULIPS

Atom, Large deep red	48.00	41.00
Bandoeng, Mahogany-red	40.00	36.00
Blue Orchid, Glowing deep violet	48.00	41.00
Elmus, Cherry-red, white edge	52.00	41.00
Kansas, White	43.00	39.00
Pax (Peace), Large pure white	50.00	41.00
Red Giant, Scarlet-red	53.00	41.00
Rhineland, Crimson-red	40.00	36.00

BOTANICAL TULIPS

Clusiana, White striped red.	58.00	
Dasytsemon, Cream and white	68.00	
Eichleri, Crimson-red	38.00	
Princcps, Scarlet	52.00	43.00
Red Emperor, Vermilion-red.	53.00	45.00
Red Emperor, 10 to 11-cm. size	36.00	
Kaufmanniana, Water lily tulip	48.00	
Praestans, Orange-scarlet	65.00	

DOUBLE EARLY TULIPS

	Per 1000	12-cm. 11 to and up 12-cm.
Bonanza, Carmine-red		\$44.00
Boule de Neige, White	\$64.00	52.00
Electra, Cherry-red	64.00	48.00
Marechal Niel, Yellow and orange	64.00	48.00
Mr. Van der Hoeft, Yellow	64.00	48.00
Murillo, Soft pink	64.00	48.00
Orange Nassau, Blood-red flushed red	64.00	52.00
Peachblossom, Deep rose-pink	64.00	48.00
Schoonoord, White	64.00	52.00
Triumphator, Rosy-red	64.00	48.00

SINGLE EARLY TULIPS

Couleur Cardinal, Deep scarlet	65.00	52.00
Crimson Beauty, Crimson	46.00	41.00
Diana, White	53.00	45.00
General Dewet, Apricot	53.00	48.00
Ibis, Bright pink	50.00	43.00
Keizerskroon, Red edged yellow	53.00	48.00
Olympiade, Yellow	46.00	41.00
Prins Carnaval, Yellow flamed red	53.00	45.00
Sunburst, Yellow flushed red	53.00	45.00

BREEDER TULIPS

Astrakhan, Magenta edged bronze	52.00	41.00
Bacchus, Bright purple	52.00	41.00
George Grappe, Lavender-blue	52.00	46.00
Jan Van Galen, Red edged gold	60.00	52.00
Louis XIV, Purple edged bronze	65.00	52.00
Papago, Poppy-red	52.00	41.00
Tantalus, Yellow shaded violet	65.00	50.00

MISCELLANEOUS BULBS

	Per 1000
Anemone de Caen, 8-cm. and up	\$25.00
Anemone St. Brigid, 8-cm. and up	25.00
Chionodoxa Lucillae, Top size	15.00
Eranthis Hyemalis, Top size	20.00
Fritillaria Meleagris, Top size	18.00
Galanthus Elwesii, 5 to 6-cm. Top size	20.00
Iris Reticulata, Top size	20.00
Iris Imperator, Blue, 8-cm. and up	22.00
Iris Yellow Queen, 8-cm. and up	22.00
Iris White Excelsior, 8-cm. and up	22.00
Iris Wedgwood, 10-cm. and up	40.00
Iris Wedgwood, 9-cm. and up	30.00
Muscari, Grape hyacinth, 9-cm. up	18.00
Muscari Alba, White, Top size	16.00
Ranunculus, Top size	20.00
Sella Campanulata, Blue, pink, white	20.00
Sella Sibirica, Blue, 8-cm. and up	20.00
Sella Sibirica, Blue, 7 to 8-cm.	20.00
Sella Sibirica, White, Top size	20.00

HYACINTHS

(Priced per 1000)

E—Early, M—Mid, L—Late.

	18-cm. and up	15-cm. and up	12-cm. and up	10-cm. and up
City of Haarlem, E. lemon-yellow	\$158.00	142.00	115.00	90.00
Jan Bos, E. carmine-red	115.00	100.00	75.00	63.00
La Victoire, E. rosy-red	145.00	123.00	103.00	89.00
L'Innocence, E. white	123.00	103.00	89.00	67.00
Queen of Pinks, L. rose	145.00	123.00	103.00	89.00
Marconi, M. rose	123.00	103.00	89.00	67.00
Delft Blue, E. clear blue	115.00	100.00	83.00	70.00
King of Blues, L. purple	100.00	83.00	70.00	62.00
Lady Derby, M. pink	115.00	100.00	83.00	70.00
Myosotis, M. sky-blue	115.00	100.00	83.00	70.00

CROCUS

(Priced per 1000)

	10-cm. and up	9 to 10-cm.	8 to 9-cm.	7 to 8-cm.
Blue	\$23.00	\$18.00	\$16.00	\$13.00
Purple	23.00	18.00	16.00	13.00
Striped	23.00	18.00	16.00	13.00
White	23.00	18.00	16.00	13.00
Yellow	23.00	18.00	16.00	13.00
Mixed Colors	23.00	18.00	16.00	13.00

ROSES

Again we offer them from the finest rose-growing areas:

CALIFORNIA — ARIZONA — OREGON

All the leading patented and standard varieties.

Price Schedule of Standard Varieties

Grade	Each 10 to 240	Each 250 to 990	Each 1000 to 2490	Each 2500 to 5000	Each Over 5000
No. 1 . . .	\$0.60	\$0.58	\$0.56	\$0.55	\$0.54
No. 1½ ..	.50	.48	.46	.45	.44

NO CHARGE FOR PACKING—F.O.B. MOORESTOWN, N. J.

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for the Nurseryman and Forester.

Write for catalog.

F. W. SCHUMACHER, HORTICULTURIST
SANDWICH, MASS.

NORWAY MAPLES

Straight Trunks
With Good Heads

1800 2 to 2½-in. cal.

600 2½ to 3-in. cal.

275 3 to 3½-in. cal.

FEENEY'S NURSERY

Bustleton Pike

Feasterville, Pa.

We never talk about the other fellow's low prices; he knows what his merchandise is worth. We grow good evergreen liners. Ask for our wholesale list.

STEDMAN NURSERIES, INC.
NEWFANE, N. Y.

MIST-O-GATION, INC. NOW OFFERS

Outdoor Rooted Cuttings
1 and 2-yr. transplants to the trade. List upon request.

Propagation surplus, due to more efficient propagation methods, principally the use of fog. See our equipment advertisement in this issue.

MIST-O-GATION, INC.
Middletown, Del.

FLOWERING SHRUBS, EVERGREENS, AZALEAS, SHADE TREES

Very Reasonably Priced
No Delivery C.O.D. Only

Wm. Wentzell

Elmer, N. J.

out there every nite for four nights?" I says.

"You get a free pass to the fair and when there aint any customers you can sit down and take it easy. I aint going to pay you for that," Emil says.

We balled up a couple rows of 5 to 6-foot honeysuckle and set out for the fair. We had to pick our way through a foot of rubble and rock fill which took two days to plant. We set the hedge on three sides. Emil decided to put in three Norway spruce in one corner, as he had a big surplus of this item. In one corner we planted the box elder. On the last load we took over the picnic table and the two canvas chairs. We was all set for business.

"I'll bring over a note book to write the orders and to make notes on questions," Emil says.

The very first afternoon some boys jumped on the chairs and busted both of them, while Emil was over getting a hamburger, so he had to sit on the picnic table.

Here are some of the notes from Emils note book taken the first afternoon. As you will see they cover about everything except orders for landscaping.

1. Lady on 4th St. says she planted one of our silver maples last spring and it never had leaves. Wants to know if it will have leaves next year.

2. A farmer says his willow is covered with bugs. Wants to know how to get rid of them.

3. A fat lady stopped to sit down at the table and it tipped up and she slid off in a heap. All she wanted to know anyway was how to get rid of ants.

4. Two farm boys want to know how to transplant pines they got from the state conservation department. (This is one of Emils pet peaves.) The boys probably didnt get much help.

5. An old lady wants to know if you can divide a mock orange. Her neighbor has an old one 12 feet tall and offered to give her half.

6. A delegation from the Pleasant Valley church stopped in to ask if we would plant up their church just for the free advertising. (Emil has no comment on this in his notes.)

7. A man stopped to see if we would buy a blue spruce he wants to sell. It is 18 feet tall and is growing against the house on one side. How much would we give for it?

8. One couple stopped by that at first glance looked like a prospect. It turned out they bought grass seed from Emil last spring which turned out to be all weeds. Their neighbor

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NEW HEAVY DUTY TILLMASTER



THE ONLY PROFESSIONAL TILLER WITH ALL THESE OUTSTANDING FEATURES

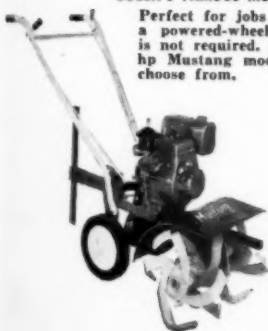
- Selective rotor and travel speeds for all jobs
- Full 20" tilling swath and side chain drive
- Power-to-spare 9.2 hp engine
- New, more efficient, all-purpose tines
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- Perfect balance for easy handling
- Automatic rotor overload clutch for safe operation
- Convenient, safe, foot operated controls
- Extra large pneumatic tires for greater stability
- Serrated rear gate levels till swath

Bolens heavy-duty Tillmaster provides the dependable power needed for proper soil preparation and ground maintenance where rugged stamina for constant, heavy-duty tiller operation is a necessity. Every exclusive Tillmaster feature makes faster, easier work of tilling, weeding, mulching and cultivating. Ask your Bolens dealer for a FREE demonstration — TODAY!

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A UNIT TO FIT YOUR EXACT REQUIREMENTS**

BOLENS' FAMOUS MUSTANG

Perfect for jobs where a powered-wheel tiller is not required. Two 3 hp Mustang models to choose from.



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A rugged, 3.6 hp powered-wheel tiller that gives top professional performance. Side chain drive; tills 16" swath.



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- ☐ Send me free Tillmaster literature.
- ☐ Send me literature on complete tiller line.
- ☐ Have your representative call.

ATTACH COUPON TO YOUR LETTERHEAD
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BARGAINS

In Lining-out Stock

We have not raised the price of most of our small plants in years, but the price of landscape stock is steadily advancing. Plant some of our items now and make yourself some real money.

HARDY AZALEAS

All azaleas are 2 to 3-yr. transplants, branched, and carry a small ball of soil. **AZALEA AMOENA.** Very hardy evergreen foliage which turns rich bronze in winter. Semidouble, purple flowers. 4 to 6 ins. \$15.00 per 100

AZALEA JAPONICA. Very hardy. Wide range of color. Red, pink, yellow, etc. Deciduous.

6 to 8 ins. T. \$25.00 per 100

AZALEA KAEMPFERII. Seedlings (Japanese seed). Tall-growing, large flowers in various shades of pink and red. Flowers profusely; blooms when evergreen types fall. Deciduous.

4 to 6 ins. T. \$15.00 per 100

AZALEA POUKHANENSIS. Large orchid flowers which rarely winterkill. Deciduous.

4 to 6 ins. T. \$15.00 per 100

AZALEA SCHLIPPENBACHII. Considered by many the best azalea of all. Very large pink flowers; very large leaves which turn pink in fall. Deciduous.

4 to 6 ins. T. \$25.00 per 100

AZALEA WHITE. Evergreen. Large flowers with a pink blush in throat, similar to but much harder than Azalea Indica Alba.

4 to 8 ins. T. \$15.00 per 100

AZALEA KURUME

Very hardy. Will stand 19 degrees below zero. Gives a great variety of color and types, from choice whites to orchids, deepest pinks and reds.

2-yr. T. 4 to 8 ins. \$15.00 per 100

AZALEA HINODEGIRI

Brilliant Red
2-yr. T. 3 to 6 ins. br. \$15.00 per 100
Each plant carries a nice ball of soil.

LEUCOTHOE CATESBAEI

A good broad-leaved evergreen that grows in dense shade. Lily-of-the-Valley like flowers, reddish-bronze foliage in winter. Contrasts well with Azaleas and Rhododendrons. Fine for flower arrangements.

Each
6 to 8 ins. T. \$20c
8 to 10 ins. T. \$25c

VIBURNUM DILATATUM

White flowers followed by scarlet fruits that hang a long time. We think this is the most spectacular of the Viburnums.

10 to 15 ins. T. \$10.00 per 100

PIERIS JAPONICA

The most beautiful broad-leaved evergreen of all. In summer the color of the foliage is always changing, first red, then pale green and then dark green. In August the flower buds form in graceful racemes for next spring's flowers. White Lily-of-the-Valley flowers appear with the first warm weather, and flowers often last 6 weeks. Grows well in sun or shade. Makes a nice contrast with Azaleas and Rhododendrons.

As far as we know, no nursery has ever had too much *Pieris japonica*. We had over 10,000 18 to 24-in. plants a few years ago, and today we are so oversold on it that we cannot maintain a stock of 1,000 12 to 15-in. plants. It sells on sight and transplants easily at almost any time of the year. It grows rapidly into saleable sizes. Can be used in any kind of planting. Can be transplanted into beds now. Each plant carries a nice ball of soil.

4 to 6 ins. T. \$15.00 per 100

6 to 8 ins. T. \$20.00 per 100

ILEX CRENATA CONVEXA

(Ilex Bullata)

Owing to our unusual success in propagating this desirable item, we offer it at a very low price. Over 150,000 in stock. It is a very choice, very hardy, low-growing evergreen with shiny, dark green, convex, boxwood-like leaves. Grows fast into money, up to 2 feet, and there slows down. Ultimate size 8 feet high and 4 feet wide. Easier to grow than Yews and can be used in sun or shade. Sells on sight. Grows very dense and contrasts well with other evergreens. Makes the perfect low hedge.

Each
6 to 8 ins. 2-yr. T. \$15c
8 to 10 ins. 2-yr. T. \$20c

ENKIANTHUS CAMPANULATUS

Can be transplanted into beds now.

For those desiring a different kind of plant for the shrub border or ericaceous plantings, we recommend *Enkianthus campanulatus*. Red stems, dark green leaves, cream to pink bell-like flowers that are useful for flower arrangements and a scarlet fall foliage.

4 to 8 ins. TT. \$15.00 per 100

EUONYMUS ALATUS

(Cork Bark Euonymus)

Interesting corklike wings on branches. Red berries, foliage turns bright rose-pink in fall. Really spectacular then.

6 to 12 ins. T. \$10.00 per 100

Send for list of rare plants.

COTONEASTER HORIZONTALIS

Low, spreading semi-evergreen plant; leaves turn red in fall; bears quantities of scarlet-red berries.

Each
6 to 8 ins. 2-yr. T. \$15c
8 to 10 ins. 2-yr. T. \$20c

JAPANESE BOXWOOD

Buxus japonica is a little-appreciated evergreen because it is not well enough known. It grows fast up to 3 feet, shears well and can easily be kept at any size. Its light green, glossy leaves contrast well with other evergreens, and it will grow in sun or deepest shade—very hardy.

6 to 8 ins. 2-yr. T. \$10.00 per 100

AMERICAN BOXWOOD

Each
4 to 6 ins. T. \$10c
6 to 8 ins. T. \$15c

ENGLISH BOXWOOD

Part of the charm of many old gardens is produced by the edgings of Old English Boxwood. Plant some in a bed 6 x 8 ins. and in a couple of years you will have a stock for your customers. Its appeal is irresistible. It can be transplanted now.

3 to 4 ins. T. \$10.00 per 100

TAXUS TRANSPLANTS

Each
6 to 8 ins. \$15c
Cuspidata \$15c
Media browni \$20c
Media hicksi \$15c

LONICERA

Maximowiczii Sachalinensis

Red foliage in spring; purplish-red flowers in May. Red berries. An interesting, rare shrub. Very hardy.

12 to 15 ins. \$7.50 per 100

SYMPLOCOS PANICULATA

Well-shaped, artistic-looking shrub. Clean foliage. Fragrant white flowers, followed by masses of Wedgwood-blue berries.

8 to 10 ins. T. \$10.00 per 100

ALANWOLD NURSERY

NESHAMINY, Bucks Co., PA.

bought seed from a chain store for 49c and you should see their lawn.

9. A rather pleasant gent dropped in and asked a lot of questions like he was figuring on a lot of stuff. Finally he came to the point. He was from an exhibit down the line, trying to interest Emil in a new tractor.

10. One old farmer about 90 stopped by to rest. "Have you got an apple we used to have on the farm when I was a boy, Talman Sweet we called it?" "That went out with the buggy whips," Emil says. That was the nearest thing to a legitimate sale all afternoon.

Emil came home for supper and I drove over in the truck for the evening shift. It looked a little like rain when I left home and before I got settled down at the exhibit it started to come down. I hung out in a tent across from our exhibit at the Chevy display for an hour and then called it off and drove home. Never talked to a soul.

Emil's notes for the next day are very sketchy. In fact I found out that Emil was only at the fair about 15 minutes that day. He spent the P. M. at Steamboat Fultons place, playing pinocle. Most of the leaves had fallen off the box elder by the

second day, and the honeysuckles were looking awful sick. Emil only talked to one visitor, who told him that the box elder looked just like one Emil sold him last spring. That was all Emil could take; so he beat it.

Emil didn't even show up at the office the next day. He sent word he had a cold and wouldn't be in. He had enough of the fair and so did I. Whether anyone else stopped in we will never know, as Emil never went back and didn't even ask me if I was there.

The fair closed Saturday night about midnight, and the midway

IMPORTED HOLLAND BULBS

Exhibition Quality—Prompt Service—True to Name—Up to Size

ALL
PRICES
PER
1000

TULIPS and CROCUS—100 of a variety and size at 1000 rate.
HYACINTHS and NARCISSI—50 of a variety and size at 1000 rate.
IRIS and MISCELLANEOUS BULBS—250 of a variety and size at 1000 rate.
Orders should be in multiples of 50, 100 or 250 as shown above.

DARWIN TULIPS

	12 cm. and up	11 to 12 cm.
Afterglow, Orange-rose	\$45.00	\$40.00
Allbright, Bright red	50.00	40.00
American Flag, Red and White	55.00	50.00
Aristocrat, Dark violet-rose	50.00	45.00
Barigton Max, Clear Crimson	50.00	45.00
Bies Almable, Heliotrope-blue	45.00	40.00
Campfire, Blood-red	50.00	40.00
Charles Needham, Vermilion	55.00	50.00
City of Haarlem, Deep red	60.00	55.00
Clara Butt, Salmon-pink	45.00	40.00
Cordell Bull, Red, streaked white	50.00	45.00
Demeter, Reddish-purple	50.00	45.00
Duke of Wellington, White	55.00	45.00
Fantomb Sanders, Scarlet	45.00	40.00
Giant, Purple-violet	50.00	40.00
Glacier, Ivory-white	50.00	45.00
Golden Age, Deep yellow	50.00	45.00
Golden Measure, Golden-yellow	50.00	45.00
Inspassable, Lilac	50.00	45.00
Jasper George V, Bright red	45.00	40.00
La Tulipe Noire, Purple-black	50.00	45.00
Manassas, Buttercup-yellow	50.00	45.00
Margaux, Wine-red	50.00	45.00
Montgomery, White, edged red	50.00	45.00
Mrs. Grillemans, Creamy-white	50.00	45.00
Niphetos, Sulphur-yellow	50.00	45.00
Palembang, Soft yellow	45.00	40.00
Paul Richter, Geranium-red	55.00	45.00
Philip Snowden, Carmine-rose	45.00	40.00
Pride of Haarlem, Cerise	45.00	40.00
Pride of Zwanenburg, Salmon	50.00	45.00
Princess Elizabeth, Salmon	45.00	40.00
Prunus, Salmon-pink	45.00	40.00
Purple Copland, Purple	45.00	40.00
Queen of Night, Purplish-black	45.00	40.00
Red Pitt, Dark blood-red	45.00	40.00
Scarlet Leader, Blood-red	50.00	45.00
Scarlet Sensation, Scarlet-red	45.00	40.00
Scotch Lassie, Deep lavender	45.00	40.00
Sunkist, Deep golden-yellow	45.00	40.00
The Bishop, Violet-blue	50.00	45.00
White Giant, Pure white	50.00	45.00
William Copland, Lilac	40.00	35.00
William Pitt, Cerise-red	45.00	40.00
Yellow Giant, Golden-yellow	45.00	40.00
Zwanenburg, Pure white	50.00	45.00
Rainbow Darwin Mixture	40.00	35.00

BREEDER TULIPS

Dillenburg, Apricot-orange	45.00	40.00
George Grappe, Deep lavender	50.00	42.00
Louis XIV, Purple, shad. bronze	60.00	50.00
Tantalus, Yellow shaded purple	55.00	50.00
Velvet King, Purple-violet	50.00	42.00
Rainbow Breeder Mixture	50.00	42.00

CROCUS

	7 to 8 cm.	8 to 9 cm.	9 to 10 cm.	10 cm. and up
Blue, White, or Striped	\$10.00	\$15.00	\$17.00	\$20.00
Yellow	15.00	20.00	25.00	30.00
Mixed Colors	11.00	16.00	18.00	22.00

Healthy, well-graded.

WEDGWOOD IRIS—West Coast Grown

Per 100 \$ 3.00 \$ 2.50 \$ 3.50 \$ 5.50

Per 1000 15.00 17.50 30.00 47.50

NARCISSI

	D.N. No. 1	D.N. No. 2	D.N. No. 3
Beesheba, Fine pure white	\$120.00	\$90.00	\$55.00
Carlton, Clear yellow, frilled cup	85.00	65.00	45.00
Cheerfulness, Double White	70.00	55.00	45.00
Cragford, White, orange eye	85.00	65.00	50.00
Daisy Schaeffer, White, yellow crown	90.00	75.00	60.00
Duke of Windsor, White, apricot cup	90.00	75.00	60.00
Flower Carpet, Improved King Alfred	90.00	75.00	55.00
Fortune, Yellow, orange-red cup	85.00	75.00	60.00
Francis Drake, White, yellow cup	90.00	75.00	60.00
Geranium, White, orange-red cup	75.00	60.00	45.00
Golden Harvest, Large golden-yellow	110.00	90.00	65.00
Imperial, Large creamy-white	90.00	75.00	60.00
Incescombe, Double lemon-yellow	85.00	70.00	55.00
King Alfred, Clear golden-yellow	90.00	75.00	60.00
Laurens Koster, White, orange cup	70.00	55.00	40.00
Magnificence, Golden-yellow trumpet	85.00	70.00	55.00
Mount Hood, Large pure white trumpet	90.00	75.00	60.00
Mrs. E. H. Krelage, Creamy trumpet	85.00	70.00	50.00
Mrs. R. O. Beckhouse, White, pink cup	90.00	75.00	60.00
Rembrandt, Large golden-yellow	90.00	75.00	55.00
Scarlet Elegance, Yellow, red cup	85.00	70.00	50.00
Spring Glory, White, yellow trumpet	85.00	70.00	55.00
Texas, Double yellow, red center	80.00	65.00	50.00
Teink, Double yellow, orange center	80.00	65.00	50.00
Mixture of Trumpet, Varieties Only	85.00	65.00	50.00
Mixture of All Types	85.00	65.00	50.00

PARROT TULIPS

	12 cm. and up	11 to 12 cm.
Black Parrot, Glossy black	\$45.00	\$40.00
Blue Parrot, Heliotrope-blue	50.00	45.00
Discovery, Violet, edged white	50.00	45.00
Fantasy, Soft rose, green markings	50.00	45.00
Faraday, White, flushed rose	60.00	50.00
Firebird, Intense fire-red	50.00	45.00
Gadelan, Violet-mauve	70.00	60.00
Orange Favorite, Orange	50.00	45.00
Pierson Parrot, Deep blood-red	50.00	45.00
Red Champion, Bright crimson	65.00	55.00
Sunshine, Clear golden-yellow	55.00	50.00
Theresa, Soft rose-red	55.00	50.00
Violet Queen, Pearl-blue	60.00	55.00
Rainbow Parrot Mixture	50.00	45.00

COTTAGE TULIPS

Advance, Scarlet, shaded cerise	50.00	42.00
Albino, Large, pure white	50.00	42.00
Carrara, Pure white	50.00	45.00
Golden Harvest, Deep yellow	40.00	35.00
G. W. Leak, Geranium lake red	50.00	45.00
Ingescombe Yellow, Canary	40.00	35.00
Marshall Hair, Bright scarlet	50.00	45.00
Mrs. J. T. Scheepers, Pure yellow	50.00	45.00
Northern Queen, White, pink	50.00	42.00
Oasi Oswald, White and rose	50.00	42.00
Princess Marg, Rose, Red, yellow	40.00	35.00
Rosy Wings, Apricot-pink	50.00	42.00
White City (Mt. Erebus), White	55.00	50.00
Rainbow Cottage Mixture	42.00	38.00

SPECIAL TULIP MIXTURES

	Per 100	Per 1000
Domestic Stock	100	1000
6 to 7 centimeters	\$ 4.00	\$ 40.00
7 to 8 centimeters	\$1.50	8.00
8 to 9 centimeters	1.75	12.00
9 to 10 centimeters	2.00	15.00
10 to 11 centimeters	2.50	20.00
11 to 12 centimeters	3.00	25.00
12 centimeters up	4.00	35.00

NATURALIZING NARCISSUS

Blooming size, domestic stock, 10 to 12 cm., \$1.50 per 100; \$10.00 per 1000.

SINGLE EARLY TULIPS

	12 cm. and up	11 to 12 cm.
Couleur Cardinal, Deep red	\$65.00	\$55.00
Crown Imperial, Red and yellow	60.00	50.00
Gen. De Wet, Orange-scented	55.00	50.00
Ibis, Deep carmine-red	50.00	45.00
Keizerskroon, Red, yellow edge	50.00	45.00
Olympade, Deep golden-yellow	50.00	45.00
Prince Carnaval, Red and yellow	55.00	50.00
Prince of Austria, Orange-red	50.00	45.00
Ursa Minor, Golden-yellow	45.00	40.00
White Hawk, Large pure white	55.00	50.00
Rainbow Single Early Mixture	50.00	40.00

DOUBLE EARLY TULIPS

Bonanza, Red, edged yellow	45.00	40.00
Electra, Deep carmine	60.00	50.00
Marechal Niel, Yellow-orange	60.00	50.00
Mr. Van der Hoeft, Pure yellow	60.00	50.00
Murillo Max, White, flushed pink	60.00	50.00
Orange Nassau, Orange-scarlet	60.00	50.00
Peachblossom, Deep rose	50.00	50.00
Schoonoord, Pure white	60.00	50.00
Rainbow Double Early Mixture	55.00	45.00

DOUBLE LATE TULIPS

Coxa, Orange-red, edged white	50.00	42.00
Eros, Distinct old rose	50.00	42.00
Mount Tacoma, Pure white	50.00	42.00
Nice, Yellow, striped red	50.00	42.00
Palette, Lilac-red, edged yellow	45.00	40.00
Rocket, Cherry-red, Eros sport	45.00	40.00
Symphonia, Huge cherry-red	45.00	40.00
Uncle Tom, Deep maroon-red	50.00	42.00
Rainbow Double Late Mixture	45.00	40.00

BOTANICAL TULIPS

	Top Size
Clusiana, Crimson and white	\$ 45.00
Eichleri, Large crimson-scarlet	40.00
Kaufmanniana, White, tinted red	50.00
Marjoletti, Yellow, flamed red	45.00
Orphanidea, Bronze, green center	100.00
Peacock Tulips, Rainbow Mixture	80.00
Pracastans, Type, Carmine-scarlet, Tail	75.00
Pracastans, Fudler, Scarlet, Dwarf	150.00
Pracastans, Tubergen's Var, Scarlet-orange, Dwarf, and very early	70.00

FOSTERIANA TYPE

	12 cm. and up	11 to 12 cm.	10 to 11 cm.
F. Princeps, Orange-red	\$ 50.00	\$45.00	\$40.00
F. Red Emperor, Scarlet	50.00	45.00	40.00
F. Purissima, Pure white	200.00	...	...
F. Grand Prix, Yellow	200.00	...	...

HYACINTHS

	50 at 1000 rate.	Per 1000
Bismarck, Sky-blue, early	18 cm. up	\$150.00
Carnegie, Fine pure white	18 to 19 cm.	130.00
City of Haarlem, Yellow	17 to 18 cm.	110.00
Delft's Blue, Porcelain blue	16 to 17 cm.	80.00
Dr. Streseman, Clear blue	15 to 16 cm.	70.00
Grand Maitre, Lavender-blue	14 to 15 cm.	60.00
Jan Bos, Bright red, Early	14 to 15 cm.	60.00
King of Blues, Dark blue	14 to 15 cm.	60.00
Lady Derby, Light pink	14 to 15 cm.	60.00
La Victoire, Bright carmine	14 to 15 cm.	60.00
L'Innocence	14 to 15 cm.	60.00
Marconi, Deep rosy-pink	14 to 15 cm.	60.00
Ostara, Deep blue, Early	14 to 15 cm.	60.00
Pink Pearl, Bright rose	14 to 15 cm.	60.00
Queen of the Pinks, Rose	14 to 15 cm.	60.00
Queen of the Whites, White	14 to 15 cm.	60.00

DUTCH IRIS—HOLLAND-GROWN

	8 cm. and up	7 to 8 cm.	6 to 7 cm.
Prices per 1000	8 cm. and up	7 to 8 cm.	6 to 7 cm.
250 at the 1000 rate	\$30.00	\$20.00	\$10.00
Golden Emperor, Deep yellow	30.00	20.00	10.00
Golden Harvest, Golden-yellow	30.00	20.00	10.00
H. G. Van Vliet, Early large blue	25.00	18.00	10.00
Imperator, Late dark blue	25.00	18.00	10.00
White Excelsior, Snow-white	25.00	20.00	15.00
White Superior, Tall pure white	30.00	20.00	15.00
Yellow Queen, Golden-yellow	25.00	20.00	15.00
Rainbow Mixture—All colors	25.00	18.00	10.00

MISCELLANEOUS BULBS

	Top Size
Chionodoxa Luelliae, Blue, white, or pink	\$ 1.50 \$10.00
Eranthis Hemallis (Winter Aconite), Golden-yellow	3.00 25.00
Fritillaria Imperialis (Crown-Imperial), Mixed	75.00 25.00
Fritillaria Meleagris (Guinea Hen Flower), Mixed	2.00 15.00
Galanthus, Single or Double Type, White	3.50 30.00
Iris Calanthe, Dark yellow Spanish Iris	3.00 25.00
Iris Reticulata, Violet-blue, sweet-scented	3.00 25.00
Muscari, Armenianum, Early Giant, or Heavenly Blue	2.00 15.00
Scilla ammanniata, White, blue, pink, or mixed	2.50 20.00
Scilla sibirica (Siberian Squill), Sky-blue	2.50 20.00

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Name.....

Address

was dismantled after that. All the wild rides and side shows folded up and got loaded for the next show down state.

About 2 o'clock Sunday morning Emil got a phone call to come to the fair at once, as there had been an accident. When they were getting ready to take off with the big semi housing the power plant for the midway, it slipped into reverse, and before they could stop it the outfit backed over Emils exhibit, mowing down 20 honeysuckles, busting off the box elder and flattening out Emils picnic table.

"We are holding the owner here until you come over Emil," the fair manager says. "Come right over and make your claim for damages," he says.

Emil covered the 12 miles to Lake Park in record time. On the way over the price of nursery stock went up every mile.

"Whats the damages, Emil," the manager says. "This man wants to get going, he's got to be in Peoria by noon."

"These here are all specimen plants," Emil says, "especially grown for exhibition. The 20 honeysuckles are worth \$12.00 each, and the box elder is \$40.00, and the table is \$30.00. Besides, I ought to add something for your getting me up at this time of night. Altogether its \$310.00 damages."

"Give you \$250.00," the man says. "Make it \$275.00 and I'll take it," Emil says.

And thats how they settled it at 3 o'clock in the morning at the old Lake Park Fair Grounds, with a roll of greasy bills.

Now Mr. White, if you call that a reasonable return for a fair exhibit, it is true that Emil made it pay off. Whether you want to recommend fairs in your sales bulletin is up to you.

STATEMENT of the ownership, management and circulation required by the act of Congress of August 24, 1912, as amended by the acts of March 3, 1933, and July 2, 1946, of American Nurseryman, published twice monthly, at Chicago, Ill., for October 1, 1957.

1. The names and addresses of the publisher, editor, managing editor and business managers are: Publisher, American Nurseryman Publishing Co., 343 S. Dearborn St., Chicago 4; Editor, F. H. Kilner, 343 S. Dearborn St.; Managing Editor, F. H. Kilner, 343 S. Dearborn St.; Business Manager, F. H. Kilner, 343 S. Dearborn St.

2. The owner is: American Nurseryman Publishing Co., Chicago; the names and addresses of stockholders owning or holding one per cent or more of total amount of stock are: F. H. Kilner, 343 S. Dearborn St., Chicago 4; Kilner Family Trust, 1 Kenilworth, Ill.

3. The known bondholders, mortgages and other security holders owning or holding one per cent or more of total amount of bonds, mortgages or other securities are: None.

4. Paragraphs 2 and 3 include, in cases where stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting; also the statements in the two paragraphs show the affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner.

(Signed) F. H. Kilner, Business Manager.

Sworn to and subscribed before me this 23rd day of September, 1957. Nellie E. Ryan, Notary Public.

(My commission expires July 24, 1960)

BIG

We have one of the largest available supplies of big specimen material, including:

TAXUS REPANDENS

- TAXUS CUSPIDATA
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Enonymus alatus compactus

18 to 24 ins. 2 to 2 1/2 ft. 2 1/2 to 3 ft.
Spiraea, Red-leaved Barberry, Lilac,
Variegated Dogwood, Flowering Quince,
Amur River and Ibolium Privet and
Zabel Honeysuckle.

EVERGREENS

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18 to 24 ins. 2 to 2 1/2 ft. 2 1/2 to 3 ft.
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2 to 3 ft. 3 to 4 ft.
Taxus cuspidata capitata
well-sheared specimens
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All nursery-grown. Also collected
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Oak, Pin, in sizes up to 2 1/2-in. cal.

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3-yr., very heavy.

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WHITE—\$30.00 per 50 lbs.

Imitates Jack Frost's artistry

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A new popular color

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Fire Retardant—Glitter Added

WHITE—72c per lb.*

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*50 lbs. minimum quantity.

(Colors may not be combined for minimum order.)

Light Blue	Turquoise	Chartreuse
Black	Green	Scarlet

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Our terms are 25% with order. These terms are no reflection on your credit rating. By these terms we can pass on to you the lowest prices on the market—save you money.
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"Sno-Stick" Adhesive for Two-gun Flocking (Non-toxic) 5 Gals.—\$2.50 Per Gal.
50 Gals.—\$1.50 Per Gal.

A CHRISTMAS TREE STAND THAT REALLY HOLDS the TREE

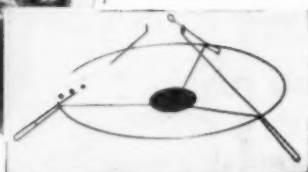


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- Mounts any size tree in less than 2 minutes
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RETAILS for only \$1.00—For 26-in. stand to hold tree up to 7 feet. Packed 36 to a carton...\$7.20 per doz.
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We have a few thousand Red Barberry two-year seedlings. We also have some Taxus liners. A list of these will be sent upon request.

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Red-leaved Barberry, seedlings
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Forsythia Spring Glory, liners
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AZALEAS AND HEDGE PLANTS

Splendid stock.

Write for Price List.

DIAMOND STATE NURSERIES
MILFORD, DEL.

COVER ILLUSTRATION

Picea Pungens Moerheimi

The varying color tones of blue spruces have probably confused a great many people, nurserymen not excepted. For anyone who has ever seen nursery fields in which several thousand so-called blue spruce seedlings were growing, it is not difficult to understand this confusion. The seedlings display a great range of color, including green, gray green, blue green, silver blue and true blue. A roguing job must be done to separate the true blue plants, and this is best accomplished after the trees are large enough to pass judgment on.

The plant pictured on the cover, Moerheim spruce (*Picea pungens moerheimi*), is a dense-growing form that has really blue foliage. It differs from the more widely advertised Koster's blue spruce in that it lacks the weeping habit and tends to have greater density.

All *pungens* types have sharp-tipped leaves, arranged at almost right angles to the branchlets, and glabrous rather than dusty young stems.

Other forms of *Picea pungens* are *P. pungens caerulea*, which has bluish-white leaves; *P. pungens argentea*, whose foliage is silvery-white, and *P. pungens glauca*, which varies in its intensities of blue, blue-green and silvery tones. There are also a round, bushlike dwarf blue form and a weeping one, which is remarkably pendulous.

There seems to be a difference of opinion as to how and where a Moerheim spruce, or any other blue type, should be used. Certainly it is not wisely placed in the middle of a front lawn of small or medium-size properties, as was the custom several years ago. It is effective when planted against a background of other trees, which serve to tone down the strong form and color of the spruce. The combination of white pine and blue spruce is pleasing if the blue form is used in irregularly spaced groups as well as in occasional single specimens. There are other pleasing combinations but, of course, all need the ample room afforded by such places as school grounds, parks, roadsides and industrial properties. C. E. L.

F. R. SCHIED recently opened the Pinecrest Evergreen Nursery, Michigan Center, Mich.



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That's the word we're getting from all over. Nurserymen like these pots because they are easier to handle, from potting shed to customers' cars. Customers like them because plants in Cloverset Pots are easy to carry home and safe and easy to transplant. If you've been experimenting with other containers and have not been satisfied, we heartily recommend that you get back on the profit side by putting your stock in Cloverset Pots!



FOR A BIGGER SHARE OF CASH-N-CARRY SALES, TRY THIS:

Pot this Fall for more Spring Sales...

Flowering Almond
Flowering Quince
Mock Orange
Dogwood

Forsythia
Honeysuckle
Hydrangeas
Mallows

Oriental Poppies
Iris
Small Lilies
Day Lilies

Peonies
Bleeding Heart
Lilacs
Snowball

Cloverset Pot Prices F.O.B. Kansas City and Moorestown, Burlington County, N. J.

Size	Height	Top Diam.	Nearest Clay Pot	No. in Carton	WEIGHT Per 1000	F.O.B. KANSAS CITY		F.O.B. MOORESTOWN, N. J.	
						Per 100	Per 1000	Per 100	Per 1000
No. 0	5 1/2 ins.	6 ins.	6 ins.	200	210 lbs.	\$4.25	\$40.00	\$ 5.25	\$ 48.50
No. 1	6 1/2 ins.	6 ins.	7 ins.	100	340 lbs.	5.25	50.00	6.25	59.50
No. 2	9 1/4 ins.	7 ins.	8 ins.	100	535 lbs.	5.75	55.00	7.25	69.50
No. 3	9 ins.	8 ins.	9 ins.	100	600 lbs.	6.25	60.00	8.25	78.00
						25 pots, \$7.70; 50 pots, \$14.60; 75, \$21.75; 100, \$26.15; 1000, \$261.00.			
No. 4	13 ins.	12 ins.	.....	25	Per 100 132 lbs.			30.00	265.00

Sizes for all profitable cash-and-carry stock:

ORDER NOW FOR FALL POTTING!

Investigate these other practical products for the modern nursery....

Cloverset ROSE & GARDEN DUST

Our own high-Lindane formula, highly effective against both insects and plant diseases. Use as a dust or spray. In 50-lb. sacks and four retail sizes, all at regular trade discount.



Cloverset HANDY CARTS

Well-balanced steel carts of our own design; 24x26x6-in. bed holds 12 potted roses or equivalent. Two ball-bearing wheels on front; easy-rolling, steady-standing. Shipping weight approximately 45 lbs. Price, \$32.50. F.O.B. Kansas City.



105th and Wornall Rd., Kansas City 14, Mo.

Eastern Distributor: Moorestown Gardens, Moorestown, Burlington County, New Jersey.

**CLOVERSET FARM, Dept. AN-87
105th and Wornall Rd., Kansas City 14, Mo.**

Please send items checked; I enclose.....c.

☐ Sample set of 5 pots at 50c (limit one).

☐ Information on Cloverset Pots and Cloverset Rose and Garden Dust.

☐ Handy Carts at \$32.50.

NAME

FIRM

ADDRESS

Never tried them?
Use coupon to send for a sample set and complete information!

Using Mailing Campaigns To Increase Nursery Sales

By Willis A. Stribling

Mail campaigns constitute but one method of advertising available to the nurseryman. They should and must be used in conjunction with other conventional advertising media, such as newspapers, magazines, radio and TV, to provide an adequate, well-rounded advertising program. Attractive signs at one's place of business, on equipment and on the job also play an important part in advertising. Almost all nurserymen have used direct mail at one time or another to introduce something new to their customers—a delivery service, a telephone service or a new product.

Invitations mailed to a special list of new homeowners, announcements of a complete landscape service or an invitation sent to a garden club to visit one's nursery are all forms of direct-mail advertising. Like all advertising, direct-mail efforts should be timed correctly and offer the customer or prospective customer something he needs or something that the sales message makes him feel he needs.

Mailing List Sources

A nursery's best source for a mailing list for use in a direct-mail program is its own charge account record. This usually represents a firm's largest accounts and most frequent buyers. One can take advantage of monthly statements by enclosing timely tips or promotional material for key products that should be of interest to the customers.

The mailing list may be augmented by asking good cash customers to register for the nursery's direct-mail planting notes or catalog. Most nurseries today offer a rental service for seeders, rollers and other planting equipment. The names and addresses from such rental lists are particularly valuable, as most of these customers are starting new gardens and will be good prospects for years to come.

Even in the case of a nursery that

Comments from an address, "How the Retailer Can Use Mailing Campaigns for Increased Sales," given by Willis A. Stribling, Stribling's Nurseries, Merced, Calif., during the nurserymen's refresher course sponsored last June at San Luis Obispo, Calif., by the California Association of Nurserymen and the California State Polytechnic College.

is not now using direct mail as part of its advertising program, I should strongly recommend the preparation of a list of preferred customers for future use. Almost certainly the time will come when it will be most helpful to know who the firm's customers and prospects are.

A direct-mail advertisement is not read in a highly competitive atmosphere, such as prevails in a daily newspaper. Color in the advertisement provides an impact of importance on the prospect. A mailing piece should be planned for the best results. It costs just as much postage to send a shoddy mailing piece as it does to send a well-planned, attractively designed one. If a direct-mail advertisement is carefully planned and neatly arranged, it can be effective, whether it is printed, multigraphed or mimeographed.

Third-Class Mail Effective

Generally speaking, third-class mail gets as good results as first-class

mail—if the envelope or folder is attractive. Third-class material may be prepared for mailing by affixing regular stamps, by affixing precanceled stamps (permit required—no charge), by using a postage meter machine (permit required—no charge) or by using printed, non-metered indicia (permit required—\$10 charge per year).

Bulk mail is recommended for economy. The reference, "Sect. 34.6 PL&R," should appear above the stamp when precanceled stamps are used. To obtain complete and current information on postal regulations, the nurseryman should discuss his mailing problems with his local postmaster.

Since there is a wide selection of direct-mail advertising material available from suppliers, wholesale growers and other groups, it is surprising that so little of it is utilized by the retail nurseryman. A sales message mimeographed or printed on the backs of the attractive bedding plant or camellia labels supplied by the growers call customers' attention to the beautiful summer color provided by bedding plants or to a nursery's fine selection of camellias. Used in this manner, the labels are colorful, timely, simple and effective.

The series of planting guides re-

HYBRID RHODODENDRONS

Grown in full sun in open fields. Compact plants, excellent foliage and well-budded.

AMERICA: Red ROSEUM ELEGANS: Rose-Pink

	Each 10 rate	Each 100 rate
15 to 18 ins., B&B	\$ 5.00	\$4.50
18 to 24 ins., B&B	7.00	6.50
2 to 2½ ft., B&B	8.50	8.00
2½ to 3 ft., B&B	11.00	...

SPRINGFIELD NURSERY

Springfield, N. J.

SELECT STOCK

Cornus florida, nursery-grown, heavy specimens, 6 to 9 ft., B&B

Taxus capitata and *Taxus hicksii*, 4 to 7 ft., B&B

GEORGE F. BLOOMER NURSERIES

Garden Center, Rt. 69
Flemington, N. J.

Special
**HOLLAND'S GLORY
TULIPS**
Nationally advertised.
The year's sensation.
Top SIZE BULBS
\$12 per 100

STASSEN
FLORAL GARDENS INC.
ROSLYN HEIGHTS, N. Y.

BAIER LUSTGARTEN AZALEALAND NURSERIES

Northern-grown, hardy azaleas, well-budded, sheared, heavy stock, field-grown, excellent foliage. Over 200,000 for fall and spring delivery. All sizes from 8 ins. to 3 ft. All B&B.

AMOENA

8 ins.	\$0.75
10 ins.	1.00
12 ins.	1.25
15 ins.	2.00

CORAL BELLS

6 ins. ....	.50
8 ins. ....	.75
10 ins.	1.00

HINODEGIRI

Our Hinos are very dark red.

6 ins. ....	.50
8 ins. ....	.75
10 ins.	1.00
12 ins.	1.25
15 ins.	2.00
18 ins.	2.50
20 ins.	3.50
24 ins.	5.00
30 ins.	6.00
36 ins.	7.50

ORANGE BEAUTY KURUME

6 ins. ....	.50
8 ins. ....	.75
10 ins.	1.00
12 ins.	1.25

HINO-CRIMSON

6 ins. ....	.50
8 ins. ....	.75
10 ins.	1.00
12 ins.	1.25
15 ins.	2.00

SNOW

6 ins.	\$0.50
8 ins. ....	.75
10 ins.	1.00
12 ins.	1.25

LEDIFOLIA ALBA

6 ins. ....	.50
8 ins. ....	.75
10 ins.	1.00
12 ins.	1.25
15 ins.	2.00
18 ins.	2.50
20 ins.	3.50
24 ins.	5.00

MAXWELL

8 ins. ....	.75
10 ins.	1.00

KAEMPFERI

Hardest of all azaleas; well-budded, heavy.

OTHELLO, SALMON BEAUTY, FEDORA and CARMEN are all the same price.

8 ins. ....	.75
10 ins.	1.00
12 ins.	1.25
15 ins.	2.00
18 ins.	2.50
20 ins.	3.50
24 ins.	5.00
30 ins.	6.00
36 ins.	7.50

We also have limited quantities of the following varieties: Louise Gable, Favorita, Beethoven, Johann Strauss, Rose Bud, Rose Greeley, Addy Wery and Polaris.

Rooted cuttings of all varieties ready November 1. \$50.00 per 1000 except—Rose Bud, Rose Greeley, Addy Wery, Louise Gable, \$75.00 per 1000.

Buy northern-grown hardy azaleas. Our cuttings are made from plants that have been outdoors, unprotected for the past 15 years. Try them once and see the difference.

Write for Our Catalog for Many Other Items Which We Grow

BAIER LUSTGARTEN

Jericho Turnpike, MIDDLE ISLAND, L. I., N. Y.

Phone: Yaphank 4-3444

CONARD-PYLE Presents White Knight

THE FINEST WHITE HYBRID TEA
ROSE EVER CREATED

All-America Rose Selections
Winner for 1958

ORDER FROM
YOUR GROWER
NOW
or Write
to Us.

Here it is—the rose they said could not be created! It's the first really great white hybrid tea and the latest triumph of Francis Meiland, famous hybridizer of Peace. WHITE KNIGHT is strong, upright, free-blooming . . . with wonderful form of bud and bloom. It is unique in that the flowers do not "ball" or discolor. They stay white throughout! An ideal cutting rose that's certain to strike the public fancy . . . and to make profits for you!

Don't Miss the Boat! The Demand
Will Be Great. Be Prepared. Order
Your Supply Now!

GROWERS OF
STAR ROSES
FOR 60 YEARS

THE CONARD-PYLE CO., West Grove 220Pa.,



cently produced by the California Association of Nurserymen for its members is another excellent example of material available to nurserymen for use as direct-mail advertising. These colored folders were intended for mailing in October, February, May and August. They featured material suitable for planting at each of these seasons and gave timely advice in performing garden chores. Also available were posters keyed to the various folders for point-of-sale display in the nursery.

Cooperative Catalogs

Each year, more and more nurseries have been joining to produce cooperative nursery catalogs covering a wide variety of general nursery stock. Several group catalogs are available today, designed to meet the budget requirements and stock range of nurseries in varying size brackets. We at the Stribling's Nurseries use such publications, and the system provides us with a fine catalog we could not otherwise afford.

It is worthwhile to look into the possibility of coordinating one's program with that of other nurseries in order to reach more customers with better advertising at a reasonable cost. Besides prepared material such as the foregoing examples illustrate,

NURSERY STOCK

Barberry, Green and Red, 2-yr., S.
Rosa multiflora japonica, S.
Euonymus fortunei vegetus, 9 to 24 ins.
Euonymus coloratus, 15 to 18 ins.
Shrubs, in variety.
Fruit Trees, including Dwarf Apple.

Trade List upon request.

BROWN BROTHERS CO.
East Rochester, N. Y.



a nursery's own letters, sales bulletins or gardening notes can be highly effective when used in conjunction with its other advertising.

One should not hesitate to use suppliers' brand names or trademarks in his nursery; they will help sell more nursery products at a better price, with a reasonable advertising expenditure. As more brand name nursery products are used and promoted by the retail nurserymen, more and better advertising aids will be provided by the wholesalers.

SELECT STOCK

Large Arborvitae and Chamaecyparis, in variety, 6 to 12 ft.
Smoke Tree, 4 to 7 ft.
Pin Oak, nursery-grown, 3 to 5-in. cal.

GEORGE F. BLOOMER NURSERIES
Garden Center, Rt. 69
Flemington, N. J.

GROWERS

EVERGREEN TREE LINING-OUT STOCK
Write for free price list.

SUNCREST EVERGREEN NURSERIES
P. O. Box 305-F HOMER CITY, PA.

As a direct-mail program develops, the nurseryman should keep his mailing list current by dropping the names of customers whose accounts are bad or who have moved from the area. Bad accounts can be removed from the list through checking the nursery's accounts receivable records and consulting the local credit bureau. When one prepares mailings he should mark them "postmaster form 3547 requested," which will ensure a notification from the post office of any address changes

Now you see it... now you don't

You see this Bird Vita-Green Pot — even though it has contained root growth for 12 weeks. It is now ready for transplanting.



You don't see this Bird Vita-Green Pot! Dug up after transplanting, pot has disintegrated according to plan, allowing complete root penetration.

BIRD VITA-GREEN

the
disintegrating
pot...
contains
roots
up to
12 weeks

Bird Vita-Green Pots disintegrate *purposely* — but not until your plants are transplanted, free from transplant shock. Then, as the pot becomes part of the earth, Vita nutrient feeds the plant — promotes luxurious growth.

Bird Vita-Green Pots enable you to space out your prime plants to allow for heavier top growth. Transplanting is easier because you have no pots to remove and cart away.

Because Bird Vita-Green Pots are extra rugged, they are especially suitable for annuals, bedding plants and vegetable plants intended for re-sale. They'll take a lot of rough use. (Where *you* do the transplanting, and use normal care in handling, we suggest the new Bird Peat Pots.)

Bird Vita-Green Pots are beautifully shaped, finished in an attractive green color. And they're low in cost — so you can get all you need. Order today from your distributor, or send coupon for complete information about this and other Bird Containers.

Size	List Price Per Thousand	Quantity Packed Per Case	Gross Weight (lbs.) Per Case
2 1/4"	\$7.10	2000	17
2 1/2"	8.60	2000	21
3"	12.40	2000	31
3 1/2"	14.30	1000	20
4"	16.75	1000	31

See your distributor for delivered prices

Makers of Quality Products since 1795
Linoleum, Vinyl Floor Coverings, Vinyl Wall &
Counter Coverings; Asphalt Roofing, Insulated
Siding; Fibre & Paper Boxes; Railroad Tie Pads;
Horticultural Products



Profits grow like magic in Bird containers

Bird Peat Pots for free root penetration. Bird Vita-Bands, the nutrient-treated plant bands. Bird Perennial Pots for longer selling season. Bird Vita-Green Pots for small plant retail sales. Bird Gro-Tainer Flats for volume sales.

Bird & Son, Inc., Dept. AN
East Walpole, Massachusetts

Please send me free literature, including prices and growing instructions, on the following:
(Check items on which you want information.)

- ☐ Peat Pots ☐ Perennial Pots
☐ Vita-Bands ☐ Vita-Green Pots ☐ Gro-Tainer

Name.....

Street & No.....

City & State.....

CHRISTMAS TREES

Growers: in Vermont and Nova Scotia

Shippers: from Nova Scotia, New Brunswick and Quebec



- Guaranteed Quality
- National Distribution
- Carload and Truckload Lots
- Delivered Prices Quoted



Graded up to a standard, not down to a price!

Write us for further details.

GOLD STAR CHRISTMAS TREE EXPORT CO.

43-45 Summer St.

(MONument 6-3015)

Somerville 43, Mass.

PACHYSANDRA

Terminalis (Japanese Spurge). The ideal permanent evergreen ground cover plant for shady and semi-shaded areas in all climates. Does well in sunny areas, too. Absolutely winter hardy in the most northern climates.

Per 100	Per 1000	5000 or more
Strong, well-rooted, 1-yr. plants; propagated in soil and peat frames with light shade...	Prepaid F.O.B. here	in same shipment
\$5.00	\$45.00	\$42.50

Available for immediate shipment through December. Shipments anywhere including Canada. Good packing free. A good source of supply.

PEEKSKILL NURSERY

Phone: Lakeland 8-5595
SHRUB OAK, N. Y.

LINING-OUT STOCK

IN WIDE ASSORTMENT

Hardy Azaleas, Pink Dogwood, Jap. Red Maples, Old English Boxwood, Lilacs (French Hyb.), Evergreens, etc., in 1, 2 and 3-yr. transplants, at competitive prices. Write for list on printed stationery.

DEERFIELD NURSERIES
DEERFIELD, N. J.

MULTIFLORA ROSE BROOKVILLE NURSERIES

Box 53, Northern Blvd.
Glen Head, N. Y.

Growers of a general line
of nursery stock
Visitors welcome.

FAIRVIEW EVERGREEN NURSERIES
FAIRVIEW, Erie Co., PA.

For Quality Stock RICKERT NURSERIES

Successor to Moon's
Established 1767
MORRISVILLE, PA.

BOULEVARD NURSERIES

Newport, R. I.

- Quality Nursery Stock
- Lining-Out Stock
- Root-Thru Plant Pots

HEMLOCK

Rhododendron—Kalmia
Azalea

CURTIS NURSERIES
CALLICOON, N. Y.

BERRIED HOLLIES

Hardy Named Opacae

3-yr., 1-gal. nursery cans. 5 to 10,
\$2.20 each; 11 to 50, \$2.00 each.
5-yr., 2-gal. nursery cans. 5 to 10,
\$3.25 each; 11 to 50, \$3.00 each.

Nursery pickup—no shipping.

Ewalt's HEMLOCK HOLLOW NURSERY
Westmore 5-1009 R.D. 2, Wexford, Pa.

A General Line of
FRUIT and ORNAMENTAL
TREES and PLANTS

BUNTINGS' NURSERIES, Inc.
BOX 3 SELBYVILLE, DEL.

QUALITY STOCK GROWN BY US

Roses, Azaleas, Evergreens, California Privet, Green Barberry, Red Barberry (fine strain).

Seedlings and transplants.

DANEGER'S HI-WAY NURSERY, INC.
P. O. Box 336 MILFORD, DEL.

Concord Grape Roots
Red Raspberry
Flowering Shrubs
Boston Ivy
Currants

IVAN R. CONGDON NURSERY
North Collins, N. Y.

in his list. In this way, a nurseryman can keep track of customers who move only a short distance and remain in his trading area. An expensive mailing piece enclosed in an envelope may be marked "return postage guaranteed." Then, if a customer has moved, the post office will return the mailing, whereupon the nurseryman can remove the name from his list and use the mailing piece again.

A nursery that has a good prospect list that is kept current and uses attractive, timely, well-planned direct-mail advertising cannot help selling more nursery stock.

BEGINNING NURSERY

[Concluded from page 9]

try are trying to figure out how to level the humps and fill in the hollows to make the business more uniform the year around. Progress is being made. The use of containers for the production of nursery stock and tar-paper pots for marketing it are proving a great boon to the industry. These will be discussed in a separate chapter.

Like all other forms of agriculture, the nursery business is subject to the whims of weather. Unseasonable weather may cut short the planting period or cause heavy losses of trees and shrubs already planted. Hail, snow, sleet, frost, floods and drought may bring calamity to the nurseryman. Only a few of these risks can be insured. No amount of foresight or planning can circumvent these setbacks. If you do not think you can take them philosophically you had better think twice before becoming a nurseryman.

Do not expect to get rich quick or amass a big fortune in the nursery business. Few indeed are the instances where this has been done. A successful nurseryman can expect, however, to make a good living, to maintain his family in comfort and to give his children a good education.

NEW COLOR CHART

The American Horticultural Council announces that the Nickerson Color Fan, a moderately priced color chart developed by Miss Dorothy Nickerson, color technologist, United States Department of Agriculture, with the cooperation of the Munsell color foundation, is now available. The Color Fan contains 262 colors of 40 hues, each identified by the popular color name and its numerical designation in the Munsell color system. Reasonably accurate estimation of the value of flower and fruit colors not appearing

FIELD-GROWN LINING-OUT STOCK

Transplanted stock grown in open field beds.

	Each 100 rate	Each 1000 rate
Abies concolor (Concolor Fir)		
3 to 6 ins., 2-yr., S.	\$0.10	..
4 to 8 ins., 3-yr., S. ....	.15	..
Azalea Ghent pontica , pastel shades		
2 to 4 ins., 2-yr., T. ....	.30	\$0.38
4 to 6 ins., 3-yr., T. ....	.35	.32
6 to 10 ins., 3-yr., T. ....	.45	..
Azalea kaempferi (Torch Azalea)		
3 to 6 ins., 3-yr., T. ....	.35	..
6 to 10 ins., 3-yr., T. ....	.45	..
Azalea mollis (Chinese Azalea)		
6 to 8 ins., 2-yr., T. ....	.22	.18
8 to 10 ins., 2-yr., T. ....	.35	.30
10 to 12 ins., 3-yr., T. ....	.65	.60
Azalea mucronulatum , lavender shades		
4 to 8 ins., 2-yr., T. ....	.35	.32
8 to 12 ins., 3-yr., T. ....	.45	..
Azalea schlippenbachii , bright pink blossoms		
2-yr., field bed, T. ....	.28	.25
Buxus sempervirens welleri (Weller's Hardy Boxwood)		
4 to 6 ins., 2-yr., T. ....	.28	.25
6 to 8 ins., 2-yr., T. ....	.35	.32
8 to 10 ins., 3-yr., T. ....	.45	..
10 to 12 ins., 4-yr., T. ....	.55	..
Chamaecyparis filifera aurea (Golden Thread Cypress)		
6 to 8 ins., 2-yr., T. ....	.35	..
8 to 10 ins., 3-yr., T. ....	.45	..
Chamaecyparis lawsoniana allumi (Columnar Blue Cypress)		
8 to 10 ins., 2-yr., T. ....	.30	.28
10 to 12 ins., 3-yr., T. ....	.45	..
12 to 15 ins., 3-yr., T. ....	.55	..
Chamaecyparis plumosa aurea (Golden Plum Cypress)		
6 to 8 ins., 2-yr., T. ....	.35	.32
8 to 10 ins., 3-yr., T. ....	.40	.35
10 to 15 ins., 3-yr., T. ....	.50	.45
Cotoneaster horizontalis		
4 to 8 ins., 3-yr. ....	.25	..
Euonymus fortunei erectus , an upright specimen or clinging		
10 to 12 ins., 2-yr., T. ....	.28	.25
12 to 18 ins., 3-yr., T. ....	.35	.30
Euonymus radicans coloratus , small-leaved, procumbent or climber		
12 to 18 ins., 3-yr., T. ....	.35	.30
Euonymus radicans vegetus (Evergreen Winter Creeper)		
8 to 10 ins., 2-yr., T. ....	.35	..
10 to 15 ins., 3-yr., T. ....	.45	..
Ilex crenata (Pyramidal Japanese Holly)		
4 to 6 ins., 1-yr., T. ....	.20	.18
6 to 8 ins., 1-yr., T. ....	.25	.20
8 to 10 ins., 2-yr., T. ....	.35	.30
10 to 15 ins., 3-yr., T. ....	.45	..
Ilex crenata convexa (bullata) (Convex-leaved Holly)		
4 to 8 ins., 1-yr., T. ....	.25	.22
8 to 10 ins., 2-yr., T. ....	.38	.35
10 to 12 ins., 2-yr., T. ....	.48	.45
12 to 15 ins., 3-yr., T. ....	.65	.55
12 to 15 ins., 5-yr., field row spaced	1.00	.90
Ilex crenata helleri (Heller's Dwarf Holly)		
3 to 6 ins., 2-yr., T. ....	.30	.28
6 to 8 ins., 3-yr., T. ....	.45	..
8 to 10 ins., 4-yr., T. ....	.55	..
Ilex crenata hetzi , an improved form of convexa		
8 to 10 ins., 2-yr., T. ....	.40	.38
10 to 15 ins., 3-yr., T. ....	.55	..
Ilex opaca femina (American Holly), from female plants		
3 to 5 ins., 2-yr., T. ....	.45	..
5 to 8 ins., 3-yr., T. ....	.65	..
Ilex rotundifolia (Round-leaved Japanese Holly)		
3 to 6 ins., 1-yr., T. ....	.20	.18
6 to 8 ins., 1-yr., T. ....	.25	.22
8 to 10 ins., 2-yr., T. ....	.38	.35
10 to 12 ins., 2-yr., T. ....	.48	.45
12 to 15 ins., 3-yr., T. ....	.70	.55
12 to 15 ins., 5-yr., T.	1.00	.90

FINISHED NURSERY STOCK

All plants listed below priced in the ground. Purchaser to call for at the nursery. About 10,000 in this block. Will give a block clearance price on large amounts.

	Each 100 rate	Each 1000 rate
Ilex crenata convexa (bullata)		
12 to 18 ins.	\$1.50	\$1.10
15 to 18 ins.	2.00	1.60
18 to 24 ins.	2.50	..
Ilex rotundifolia		
12 to 18 ins.	1.50	1.10
18 to 24 ins.	2.00	1.60
Juniperus glauca hetzi		
18 to 24 ins.	2.00	1.60
24 to 36 ins.	2.40	1.75
Juniperus pfitzeriana compacta , Nelson's compact variety		
12 to 15 ins.	1.50	1.10
15 to 18 ins.	2.00	1.50
Taxus cuspidata (about 125 of these plants)		
4 to 5-ft. spread	8.00	..
(10 to 200 at the 100 rate; 200 up at the 1000 rate.)		

	Each 100 rate	Each 1000 rate
Juniper, Andorra (Purple Andorra Juniper)		
6 to 8 ins., 1-yr., T.	\$0.30	..
8 to 10 ins., 2-yr., T. ....	.45	\$0.40
10 to 15 ins., 3-yr., T. ....	.50	.45
Juniperus canadensis aurea (Golden Canadian Juniper)		
4 to 6 ins., 1-yr., T. ....	.25	..
6 to 8 ins., 2-yr., T. ....	.35	..
8 to 10 ins., 3-yr., T. ....	.45	..
Juniperus glauca hetzi (Hetzi Juniper)		
8 to 10 ins., 2-yr., T. ....	.35	.30
10 to 12 ins., 2-yr., T. ....	.40	.35
12 to 15 ins., 3-yr., T. ....	.55	.48
15 to 18 ins., 3-yr., T. cut-back	.70	..
Juniperus hibernica fastigiata (Compact Irish Juniper)		
8 to 10 ins., 2-yr., T. ....	.35	.30
10 to 12 ins., 2-yr., T. ....	.38	.35
12 to 15 ins., 3-yr., T. ....	.45	.40
Juniperus horizontalis glauca , procumbent, blue-gray		
6 to 8 ins., 1-yr., T. ....	.35	.30
8 to 10 ins., 2-yr., T. ....	.40	..
10 to 15 ins., 3-yr., T. ....	.50	..
Juniperus pfitzeriana , regular		
8 to 10 ins., 2-yr., T. ....	.45	..
10 to 15 ins., 3-yr., T. ....	.55	..
15 to 18 ins., 3-yr., T. ....	.65	..
Juniperus pfitzeriana aurea (Golden Pfitzer Juniper)		
8 to 10 ins., 2-yr., T. ....	.45	..
10 to 15 ins., 3-yr., T. ....	.65	..
Juniperus pfitzeriana compacta , Nelson's compact variety		
6 to 8 ins., 1-yr., T. ....	.35	.30
8 to 10 ins., 2-yr., T. ....	.45	.40
10 to 15 ins., 3-yr., T. ....	.55	..
Juniperus squamata meyeri (Meyer's Juniper)		
6 to 8 ins., 2-yr., T. ....	.40	..
8 to 12 ins., 3-yr., T. ....	.55	..
Juniperus stricta (Spiny Greek Juniper)		
4 to 6 ins., 1-yr., T. ....	.35	..
6 to 8 ins., 2-yr., T. ....	.45	..
8 to 10 ins., 3-yr., T. ....	.55	..
Koeleria paniculata (Golden-Rain Tree)		
2-yr., S., field bed ....	.12	.08
6 to 12 ins., 3-yr., T. ....	.18	.15
Leucothoe catesbaei (Drooping Leucothoe)		
8 to 10 ins., 3-yr., T. ....	.35	.30
10 to 12 ins., 3-yr., T. ....	.45	..
12 to 15 ins., 3-yr., T. ....	.55	..
Liquidambar styraciflua (Sweet Gum Tree)		
2-yr., S., bed run ....	.10	.08
6 to 12 ins., 3-yr., T. ....	.15	.12
Mahonia aquifolium (Oregon Grape Holly)		
2 to 5 ins., 3-yr., S. ....	.20	.18

	Each 100 rate	Each 1000 rate
Picea alba (White Spruce)		
3 to 6 ins., 2-yr., S.	\$0.05	\$0.02 1/2
6 to 12 ins., 3-yr., S. ....	.08	.04
Picea excelsa (Norway Spruce)		
6 to 10 ins., 4-yr., T. ....	.12	.06
8 to 14 ins., 4-yr., T. ....	.16	.09
Picea pungens (Colorado Blue Spruce)		
4 to 6 ins., 4-yr., T. ....	.20	.18
6 to 8 ins., 4-yr., T. ....	.35	.32
Pieris floribunda (Mountain Andromeda)		
3 to 6 ins., 2-yr., T. ....	.25	..
6 to 8 ins., 2-yr., T. ....	.35	..
Pieris japonica		
6 to 8 ins., 2-yr., T. ....	.28	.25
8 to 10 ins., 2-yr., T. ....	.35	..
10 to 12 ins., 3-yr., T. ....	.65	..
Pinus mugo (Dwarf Mugo Pine)		
3 to 6 ins., 3-yr., T. ....	.25	.20
Pinus nigra (Austrian Pine)		
5 to 10 ins., 4-yr., T. ....	.15	.07
Pinus sylvestris (Scotch Pine)		
5 to 8 ins., 4-yr., T. ....	.10	.05
8 to 14 ins., 4-yr., T. ....	.13	.07
Pseudotsuga douglasii (Douglas Fir)		
2 to 3 ins., 2-yr., S. ....	.06	.02 1/2
3 to 5 ins., 3-yr., S. ....	.08	.03 1/2
Pyraecantha coccinea laurandi (Fire Thorn)		
6 to 10 ins., 2-yr., T. ....	.32	.30
10 to 15 ins., 3-yr., T. ....	.40	.38
Rhododendron carolinianum (Carolina Rhododendron)		
2 to 4 ins., 3-yr., T. ....	.35	..
4 to 8 ins., 3-yr., T. ....	.45	..
Rhododendron catawbiense (Catawba Rhododendron)		
2 to 4 ins., 3-yr., T. ....	.35	..
4 to 8 ins., 3-yr., T. ....	.45	..
Rhododendron Hybrid , various colors		
3 to 5 ins., 3-yr., T. ....	.45	..
5 to 8 ins., 4-yr., T. ....	.55	..
8 to 10 ins., 4-yr., T. ....	.85	..
10 to 15 ins., 5-yr., T.	1.00	..
Rhododendron maximum , light pink		
4 to 8 ins., 3-yr., T. ....	.40	..
Sophora japonica (Japanese Pagoda Tree)		
4 to 8 ins., 3-yr., T. ....	.25	.20
Taxus capitata (Upright Yew), seed-grown		
4 to 8 ins., 4-yr., T. ....	.40	.35
8 to 10 ins., 4-yr., T. ....	.50	.48
Taxus cuspidata (Spreading Yew)		
6 to 8 ins., 2-yr., T. ....	.38	.35
8 to 10 ins., 2-yr., T. ....	.45	.40
10 to 15 ins., 3-yr., T. ....	.55	.45
Taxus media brownii (Brown's Yew)		
6 to 8 ins., 2-yr., T. ....	.38	..
8 to 10 ins., 2-yr., T. ....	.45	..
10 to 15 ins., 3-yr., T. ....	.65	..
Taxus media hicksii (Hicks' Yew)		
6 to 8 ins., 2-yr., T. ....	.35	..
8 to 10 ins., 2-yr., T. ....	.45	..
10 to 15 ins., 3-yr., T. ....	.55	..
Thuja occidentalis (American Arborvitae)		
3 to 6 ins., 2-yr., S. ....	.12	.10
Thuja occidentalis douglasii aurea (Geo. Peabody Golden Arborvitae)		
6 to 8 ins., 2-yr., T. ....	.35	.32
8 to 10 ins., 3-yr., T. ....	.45	..
10 to 15 ins., 3-yr., T. ....	.55	..
Thuja occidentalis elegantissima lutea , gold tip over dark green foliage		
8 to 10 ins., 3-yr., T. ....	.40	.35
10 to 12 ins., 3-yr., T. ....	.45	.40
12 to 15 ins., 4-yr., T. ....	.55	.50
15 to 18 ins., 4-yr., T. ....	.65	..
Thuja occidentalis globosa (Woodward Globe Arborvitae)		
6 to 8 ins., 1-yr., T. ....	.25	..
8 to 10 ins., 2-yr., T. ....	.40	.35
10 to 15 ins., 4-yr., T. ....	.65	..
Thuja occidentalis pyramidalis (Pyramidal Arborvitae)		
10 to 12 ins., 2-yr., T. ....	.45	..
12 to 15 ins., 3-yr., T. ....	.55	..
15 to 18 ins., 3-yr., T. ....	.65	..
Tsuga canadensis (Hemlock)		
6 to 8 ins., 3-yr., T. ....	.35	..
8 to 10 ins., 4-yr., T. ....	.40	..
10 to 15 ins., 5-yr., T. ....	.55	.50
Viburnum opulus nanum (Dwarf Cranberry Bush)		
6 to 8 ins., 3-yr., T.35	.32
8 to 10 ins., 4-yr., T.45	.42
10 to 12 ins., 4-yr., T.55	.50

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in the chart is said to be possible through the application of this numerical system.

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MOTOR FREIGHT PROBLEM

The desirability of marking bills of lading "perishable" when nursery stock shipments are made by motor freight was suggested in a recent issue of the News Letter of the American Association of Nurserymen. Subsequently, another aspect of this problem has received attention and comment in the News Letter.

It is now pointed out that many motor freight carriers do not provide a protection service for perishable items, particularly if a transfer is involved. Such carriers may automatically refuse shipments with "perishable" markings on the packages and bills of lading, or may charge an excessively high rate for providing protection for them. This might eventually lead to an action to raise the classification of all nursery stock because it is claimed to be of a perishable nature, requiring protection at an increased cost to the carriers.

The A.A.N. bulletin consequently suggests, as an alternative to marking bills of lading "perishable," that nurserymen shipping stock by motor freight should write "live plants—keep from heat or freezing" on the bill of lading and take care that shipments are not made in intemperate weather.

LAFAYETTE FIRM CHANGE

The Purdue University research foundation recently purchased the land of Wabash Valley Nursery, Inc., located near the university at Lafayette, Ind. Part of the land will be used as the site of a shopping center to be built for the convenience of students in the newly constructed housing units nearby. The remainder of the acreage will be leased to the Wabash Valley Nursery, under the management of John E. McQueen. The nursery was established by the late Robert Snideman and has been operated since his death by his widow, Mrs. Ruby Snideman, from whom the research foundation purchased the land.

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THIS BUSINESS OF OURS

Reflections on the Problems of Nurserymen

By E. Sam Hemming

LANDSCAPE PERENNIALS

The methods of using herbaceous plantings in the home garden and landscape have changed over the years, along with other phases of landscaping. In the past, perennials were often relegated to flower borders, semiformal and formal gardens or separate beds. While there is much to recommend the growing of plants of this sort in separate plots, because of the ease of maintenance, the new trend is to use perennials as part of the landscape material in the design of the whole property.

Perennials are now being used, much more than they have been in the past, as part of the foundation planting; as edgings along walks and drives and under trees; to add color to patios, courts and terraces, and in attractive treatments of informal areas, such as borders, ponds and streams. In one sense, of course, these uses are not new, but the emphasis laid on them in contemporary plantings is new.

Reasons for Change

There are two main reasons for this change of emphasis—one, the change in design of today's homes; the other, the development or increased production of perennials that are particularly suited to landscape use, such as chrysanthemums, floribunda roses and bulbs. Of course, the floribunda rose is not an herbaceous perennial, but it is treated in the landscape much as perennials are.

Today's home structure has a much lower form, whether it be of modern, transitional or colonial architecture, which calls for planting materials of lower ultimate height. Where the climate is suitable, many broad-leaved evergreens are used, while in colder sections the dwarf yews, some broad-leaved evergreens and dwarf deciduous shrubs are employed. These plants are less demanding of space, so that there is more room for adding colorful material to the planting. In sections where azaleas, rhododendrons or camellias cannot be readily used to provide color, the perennials serve admirably for this purpose. In certain spots about houses, along windows that almost touch the ground, practically the only thing that can

be planted is a ground cover—either an evergreen or an herbaceous perennial.

Suitable Perennials

There is a long list of perennials that lend themselves particularly to landscape planting. These include the day lily; German, Japanese and Siberian iris; hardy aster; lily of the valley; coreopsis; gaillardia; mal-low; lycoris; peony (the tree peony can be included); phlox; violet, and others. Two things distinguish these plants as a group: They are rugged under adversity and have been refined by hybridizers into varieties with fine floral characteristics. The blooming season of a number of them has been considerably lengthened, and they may be used as a replacement for beds of annuals.

Aside from producing a pleasant aesthetic effect, planting perennials in this manner has another advantage. In the old perennial border

there was only one soil, one exposure and one environment. When the plants are incorporated in the landscape, however, more attention can be paid to their individual ecological needs, and a cool, sunny, shady, dry or moist location can be selected accordingly.

The old flower or perennial border may have contributed to the loss of popularity of certain beautiful perennials. For instance, 15 or 20 years ago everybody talked about and grew delphiniums, particularly beautiful plants that are quite demanding as to their culture. When these were planted in the border with other flowers, usually in full sun, they most often lost the argument. When the ideal spot, affording shade, moisture and proper soil, can be provided for them, delphiniums have a better chance.

Often, when the more rugged perennials are massed in locations to their particular liking, they become naturalized. Naturalizing occurs when plants increase and multiply of their own accord in competition with other plants, including weeds. This is particularly desirable in informal areas. Plants that will naturalize include some of the bulbs (daffodil, muscari and galanthus) day lilies, rudbeckias, vio-

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Globe Arborvitae	\$2.65					
Hetz Juniper	2.65	3.25	4.25	4.50	5.50	
Hemlock	2.45	2.85	3.95	4.25	5.50	
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2-yr., 12 to 18 ins.	12.50	110.00
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Viburnum opulus nanum		
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18 to 24 ins., B&B.....	1.25
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lets, lilies of the valley, German and Siberian iris varieties, lythiums and others.

This wider and somewhat altered use of herbaceous perennials has been a happy change and should further their popularity.

ESPALIER PLANTS

[Continued from page 11]

Wooden plugs have been used with bolts, too, but they tend to become loose with much tension. Fiber plugs, sunk in star-drilled holes, work well on brick walls. The star drill, preferably power driven, does a good job on stone, too. Holes can also be made by using a star drill and hammer, but it takes a considerable length of time and a strong arm.

Wooden surfaces readily accept eye screws, to which the branches can be tied directly, but if the same procedure were used on stone or brick it would involve too many screws. The stringing of lateral wires from eye bolt to eye bolt eliminates the necessity of peppering a masonry wall with holes. Illustration E shows how wires are placed to hold an espaliered willow-leaved cotoneaster. The plant can be made to grow laterally and adapt itself to a low wall. This training is similar to the cordon method of growing fruits and vines. In the cordon design, a series of lateral branches go to the left and right of the main stem. These laterals are equally spaced, but such uniformity is not necessary in espalier work.

When plants are trained on walls and have fewer stems than they would have as a normally grown shrub or tree, the growth is more extensive and requires skilled maintenance. If an espalier is to be kept in a small space it may be necessary to prune it three or four times a year. When the vertical area to be covered is small, it is important that one pay special attention to the selection of plants. Convex-leaved holly, rock cotoneaster, Pyrenees cotoneaster (C. congesta), some of the Corliss euonymus varieties, Scotch broom and bridal wreath (Spiraea prunifolia) are a few possibilities, but even these need regular pruning. Many of the yews can be restrained for years on walls no higher than three feet.

Complementary Plantings

A basal planting often improves the appearance of an espalier, as shown in illustration F. Without the pachysandra, the large yew would seem quite alone and would possibly attract too much attention. Espaliers should be made a part of the

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2-yr.		
2 1/4-in. pots, 6 to 8 ins.,	25.00	225.00
3-yr.		
Buxus Koreana		
2-in. pots, 3 to 4 ins.,	20.00	175.00
2-in. pots, 3 to 4 ins.,	25.00	225.00
2-yr.		
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2 1/4-in. pots, 6 to 10 ins.,	17.50	150.00
2-yr.		
Euonymus radicans vegetus		
2-in. pots, 6 to 8 ins.,	17.50	150.00
1-yr.		
Euonymus radicans erectus		
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6 to 8 ins., 2-yr.	32.50	300.00
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9 to 12 ins.	12.00	
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15 to 18 ins.	20.00	
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2-in. pots, 8 to 10 ins.,	22.50	200.00
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2-in. pots, 8 to 10 ins.,	22.50	200.00
Taxus cuspidata		
2-in. pots, 6 to 8 ins.,	20.00	175.00
2-yr.		
2 1/4-in. pots, 6 to 8 ins.,	22.50	200.00
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2 1/4 x 2 1/4-in. plant bands,	25.00	225.00
6 to 8 ins.		
Transplants, XX, under		
lath	37.50	350.00
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2-in. pots, 6 to 8 ins.,	22.50	200.00
2-yr.		
Transplants, XX, under		
lath	37.50	350.00
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2 1/4-in. pots, 6 to 8 ins.,	35.00	
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2 1/4-in. pots, 6 to 8 ins.,	22.50	200.00
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2 1/4-in. pots, 12 to 15 ins.,	25.00	225.00
1-yr.		
3-in. pots, 15 to 18 ins.,	27.50	250.00
1-yr.		
No charge for packing.		
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Wayside Gardens

surrounding plantings just as shrubs must be integrated in a foundation or border planting.

The forsythia in illustration G not only covers the wall but also bends to clothe the nearby iron railing. Periwinkle or myrtle is used as a base since it is more in keeping with the forsythia texture than pachysandra or Baltic ivy. Myrtle is also compatible with cotoneasters and Japanese holly.

Why are espaliers used? There are many reasons, but the principal one is that they adapt themselves to a limited planting area and can be used where height and texture are needed. Many plants can be trained to grow in a space of only two feet and will reach a height of six feet or more. They will not protrude into a nearby walk if they are properly pruned.

When blank walls are difficult to conceal, as they often are, espaliers are a solution. Since most branches can be trained in specific directions they can be made to point or direct attention toward a doorway or some other architectural feature. Branches do not have to be trained vertically or horizontally. Many can be guided in a variety of directions. If one so desires, he can make some interesting patterns, such as a fan, column, vase, kettle or globe, but it is usually better to train espaliers in an informal rather than a formal design.

Espaliers are a challenge to one's artistic ability, but one should not use them unless he places them with good taste and ensures their proper maintenance.

BUYING FOR PROFITS

[Continued from page 13]

and reordering material that he has on hand.

Many garden center items are highly seasonal; so cutting down on reorders and letting inventory run out are important. It is far better to sell out of an item than to carry a large stock of it through a whole year before there is a demand for it again. In situations such as this, a monthly or even weekly inventory control can be helpful. At our garden center at Lafayette, Calif., we have kept a graph of daily Christmas tree sales during December, coupled with a running inventory of trees on hand. We soon learned that in our area, there was a slow buildup in sales to the week-end nearest December 16. Then sales plummeted.

The first few years we reordered heavily after this mid-December week-end, in anticipation of more sales, but they never came. We later found that we obtained a reasonably

LIQUIDAMBAR

The nicest stock of finished Sweet Gum (*Liquidambar styraciflua*) you have ever seen. Our plants are all propagated from seed gathered from native Illinois trees—do not compare these trees in hardiness and adaptability to northern conditions with southern or collected stock.

All trees are full-headed and low-branched as Sweet Gum should be grown.

Come by and select your plants, or order a truckload straight or mixture with our other good stock.

	10 rate	100 rate
5 to 6 ft., B&B	\$ 3.00	\$ 2.75
6 to 8 ft., B&B	5.00	4.75
8 to 10 ft., B&B	7.50	7.00
1 1/2 to 2-in. cal., B&B ..	12.00	11.50
2 to 2 1/2-in. cal., B&B ..	15.50	15.00

FORREST KEELING NURSERY

ELSBERRY, MO.

Phone: TWinoaks 8-5571

Hugh Steavenson, Prop.

Ralph Shugert, Sales Mgr.

Quality Ornamentals

from a dependable source of high-grade landscape material in large quantity and wide variety.

Write us for complete information and catalog listing all items.

NURSEYMEN FOR 75 YEARS

THE **COLE** NURSERY CO.
PAINESVILLE, OHIO

HEAVY 2 1/2-IN. POTTED LINERS

READY FOR FIELD

	Per 100
10,000 Golden Vicary Privet	
8 to 12 ins.	\$20.00
5000 English Ivy	
2 1/2-in. pot, 12 to 18 ins.	15.00
1000 Euonymus Sarcocoe	
2 1/2-in. pot, 8 to 12 ins.	20.00

SUNNYSIDE NURSERY

Phone: Troy 2341

Troy, Ill.

Over 100 Years' Nursery Experience

ILGENFRITZ NURSERIES, Inc.

The Monroe Nursery

MONROE, MICHIGAN

GET THE BEST

BUY ILGENFRITZ



INSURE HOLIDAY PROFITS...

WITH GENUINE

Cellusuede

Cellusuede

"COLOR MAGIC"
ADDS EXTRA SALES

Cellusuede Rayon Floral Flock is now offered in a rainbow assortment of sales tested new pastels to add that high style appeal. Colors such as Orchid, Pink, Baby Blue, and Christmas Red are a "must" if you want maximum volume for your flocked merchandise. Guaranteed 100% pure Rayon, it's color fast.

Rayon Floral Flock is especially desirable where you wish a velvety surface on items fabricated from plaster, wood, papier-mache, metal, or any other surface capable of supporting a film of paint or adhesive. It is widely used on containers, baskets, cardboard cut-outs and decorative pieces of all types. For pile effect, Floral Flock can be applied the same as Snow-Flock.

Sample Color Cards showing the range of standard colors of Cellusuede Rayon Floral Flock are yours for the asking. Write us on your letter head for immediate action.

RAYON

SNOW-FLOCK

Cellusuede Rayon Snow-Flock will bring in more customers with its dazzling, rich white that rivals nature itself. You'll sell more trees, wreaths, centerpieces, and other decorations when you specify this 100% pure rayon flock that has no questionable filler or mix. Of equal importance, you will win greater customer loyalty and satisfaction because pure Cellusuede Rayon Snow-Flock retains its fresh vibrant white long after many flocks fade and discolor.

Rigid quality control offers a substantial reduction in your application cost because it is so quick and easy to apply evenly and without waste. All rayon Snow flocks are fire resistant, too. Insure and increase holiday profits! Specify genuine Cellusuede Rayon Snow-Flock. Available through leading distributors.

ORDER TODAY...AVOID COSTLY DELAYS

Free instruction bulletin showing the simplicity of applying Cellusuede Rayon Snow-Flock is now available. Write for your copy.



Cellusuede Products, Inc.

500 N. MADISON ST. • ROCKFORD, ILLINOIS



TREE LIST FOR FALL AND SPRING 1957 - 58

	Per 100	Per 1000	Per 1000 for 10,000 or more
Riga Scotch Pine			
* (2-0), 6 to 10 ins.	\$10.00	\$ 36.00	\$35.00
* (2-0), 4 to 8 ins.	7.50	26.00	24.00
* (2-0), 3 to 6 ins.	6.00	24.00	22.00
(2-0), 2 to 4 ins.	5.00	16.00	14.00
(2-1), 3 to 8 ins.	10.00	45.00	45.00
*Austrian Pine			
(2-0), 3 to 6 ins.	6.00	24.00	22.00
Douglas Fir			
6 to 10 ins., XX	15.00	90.00	....
* (2-0), 4 to 8 ins.	6.00	28.00	26.00
Colorado Blue Spruce			
* (3-0), 4 to 8 ins.	9.00	45.00	42.50
(3-0), 2 to 4 ins.	5.00	26.00	24.00
Black Hills Spruce			
* (3-0), 4 to 8 ins.	8.00	40.00	37.50
(3-0), 2 to 4 ins.	6.00	25.00	23.00
6 to 10 ins., X	20.00	135.00	....
White Spruce			
* (3-0), 5 to 10 ins.	8.00	45.00	40.00
(3-0), 3 to 5 ins.	6.00	25.00	23.00
Norway Spruce			
(3-0), 5 to 10 ins.	8.00	45.00	40.00
(3-0), 3 to 5 ins.	6.00	25.00	23.00
Mugho Pine			
4 to 6 ins., X	25.00	150.00	....
Taxus cuspidata capitata			
from seed, sheared			
8 to 12 ins., XX	80.00	....	....
White Birch			
2 to 4 ft., XX	75.00	....	....

*Write for price on 50,000 or more.

TERMS: Cash with order, please, or 1/3 deposit, balance before shipment. 50 at 100 rate, 500 at 1000 rate, all seedlings sold in multiples of 50, all transplants sold in multiples of 10. Minimum order \$25.00. Packing charges included in price of trees.

MATTHEWS NURSERY

Harbor Springs, Mich.

Telephones: 123, 48 or 732

NORTHERN-GROWN QUALITY STOCK

Transplants

	Per 100	Per 1000
Colorado Blue Spruce		
10 to 12 ins.	\$30.00	
8 to 10 ins.	25.00	\$225.00
4 to 8 ins.	18.00	
Black Hills Spruce		
10 to 12 ins.	20.00	180.00
8 to 10 ins.	15.00	120.00
4 to 8 ins.	12.00	100.00
American Arborvitae		
12 to 15 ins.	18.00	150.00
10 to 12 ins.	15.00	120.00

3-yr. Seedlings

Colorado Blue Spruce		
6 to 10 ins.	6.00	50.00
4 to 6 ins.	5.00	40.00
Black Hills Spruce		
6 to 8 ins.	5.00	40.00
4 to 6 ins.	4.00	35.00
Norway Spruce		
8 to 12 ins.	5.00	40.00
6 to 8 ins.	4.00	30.00
Mugho Pine		
4 ins., sheared	6.00	50.00
2 to 3 ins., sheared ..	4.00	35.00
Scotch Pine		
6 to 10 ins.	4.00	35.00
Austrian Pine		
6 to 10 ins.	5.00	40.00

Red Barberry
2-yr., S., 6 to 10 ins. ... 5.00 45.00
Ready now. Strict grade. Best of packing. Satisfaction guaranteed.

J. R. PALMER & SON
Blackduck, Minn.

GARDEN MUMS

Rooted Cuttings

CUNNINGHAM GARDENS, INC.
Waldron, Ind.

ILEX ROTUNDIFOLIA

Heavily rooted, field-grown shrubs.
Bare-root only.

	Per 100	Per 1000
8 to 10 ins.	\$40.00	\$350.00
10 to 12 ins.	50.00	450.00
12 to 15 ins.	75.00	675.00

BEARDSLEE NURSERY Perry, O.



Wholesale growers of the best
Ornamental Evergreens
Deciduous Trees
Shrubs and Roses

Write for our current tree list.
The Kallay Brothers Co.
1251 Madison Ave. PAINESVILLE, O.

similar curve on our graph each year and consequently know just when to cut off buying more trees. This would be too cumbersome a procedure to apply to all merchandise, but many items follow a definite sales pattern. People buy a number of nursery and garden center items by seasons, and when the season for an item is past, the buyer's attention is diverted to something else.

Distributing Orders

Before discussing quantity purchases, future orders and discounts, I should like to say that we consider it imperative to buy our basic items from at least two reputable firms. Depending on one, especially for nursery stock, can sometimes lead to disaster in the event of crop failures. Buying from too many suppliers, on the other hand, leads to excessive bookkeeping and the splitting up of orders so that no single order is worth much to any firm. The order placed with each supplier must be large enough to gain quantity discounts and also to make the wholesaler value one's business. Ordering patented roses in lots of 100, for instance, or insecticides in 5 or 10-case lots brings extra discounts from the basic wholesale price that go directly toward increasing the year-end net profit.

Arrangements for time extensions on some items are helpful. These extensions are best known as futures and permit the immediate delivery of an order to be invoiced at a later date. Sometimes one can get delivery of an item near the end of the month and have it invoiced as of the first of the following month. This billing system applies mostly to store items. It allows one to work temporarily with the supplier's money, but it increases the temptation to over-order. This is another instance in which accurate records of yearly purchases and sales are most valuable guides.

Something else to consider is the 2 per cent cash discount allowed on many items of both store merchandise and nursery stock. This discount can run into hundreds and even thousands of dollars by the end of a year. It may even be advantageous to borrow part of the cash required for an order from a local banker, if necessary, to gain the 2 per cent discount—provided, of course, that the loan is not so large as to make the interest charge greater than the discount saving.

When one finds himself overstocked with an item, it may be wise to sell it at a reduced price. This is not always the best practice

TOP-QUALITY CHRISTMAS TREES

SHEARED SCOTCH PINE

AND

CANADIAN BALSAM

Sheared, green, Scotch Pine trees cut from our own plantations in Ohio or Canada. Size 5½ to 7 ft.

Our top-quality Balsam trees are cut, bundled by our own men under our personal supervision and are shipped direct to you from the highlands of Quebec. Cars are loaded as close to your specifications as possible, averaging 450 to 475 bundles to a car.

All cars are shipped prepaid into your own railroad siding.

Write or call for quotations. 25% deposit required on all orders.

SMITH'S FOREST TREE NURSERY

P. O. Box 215

Magnolia, Ohio

Home of Ohio's Finest Forest Tree Nursery

because some people will wait each year for good merchandise to be reduced. However, it is assumed that a garden center will not continue to be overstocked with the same items, so that sales of this type will not be predictable.

Sometimes it is better to throw out or give to charity some items that have turned out to be real "dogs." Selling them at a lower price may detract from a legitimate sale of a better but similar product at a higher price. The trick is to keep the merchandise turning.

With some store merchandise we have set up certain quantities that we feel are necessary for adequate inventory and have arranged with the supplier that he shall maintain this quantity. If we run out, it is his responsibility to replenish the stock; if we have too much, we expect him to take back some of the merchandise.

Duplication of stock is something that plagues every garden center manager. He cannot have everything that every single customer wants. If he has several good products for a given job or a reasonably good variety of shrubbery for general planting, then stocking little-called-for items gets expensive. People will generally take a good substitute on

ARMINTROUT'S EVERGREEN NURSERY

ALLEGAN, MICH.

	Per 100	Per 1000	Per 1000 at 10,000
Colorado Blue Spruce			
(2-2), 4 to 8 ins., T.	\$ 8.00	\$ 60.00	\$55.00
Mugho Pine			
Compact Pumilo strain.			
(3-0), 3 to 5 ins., br.	6.50	35.00	.....
(3-3), 6 to 8 ins., br.	25.00	200.00	.....

PINK FRENCH PUSSY WILLOW

(Salix discolor)

	Per 100	Per 1000
15 to 18 ins.	\$22.50	\$200.00
18 to 24 ins.	27.50	250.00
2 to 3 ft.	30.00	250.00

Write for complete trade list.

KINGWOOD NURSERIES
MENTOR, O.

SHEARED SCOTCH PINE CHRISTMAS TREES

Christmas Tree Seedlings
Tree Seed

MICHIGREEN NURSERY
Grand Haven, Mich.
Phone: 4061 Grand Haven, Mich.

GREEN PFITZER JUNIPER

Well-Sheared, B&B

	Each
18 to 24 ins.	\$2.00
24 to 30 ins.	2.50
30 to 36 ins.	2.75
36 to 42 ins.	3.25
42 to 48 ins.	3.50

Irish Juniper
3 to 4 ft. 2.25

Cuspidata densiforma Yew
24 ins. 5.00

Silver Maple
1¼-in. cal., B. R. 1.50

Chinese Elm
1¼-in. cal., B. R. 1.50

NEUMANN BROS.

R. R. 4 Greenville, Ill.
Phone: 877-W1

QUALITY STOCK

Andorra Juniper	Each
Outdoor plants in full sun.	
6 to 10 ins.....	\$0.06
Von Ehron Juniper	
Outdoor plants in full sun.	
8 to 10 ins.....	.06
Spreading Japanese Yew	
6 to 8-in. bands.....	.20
Burk Juniper, upright	
Outdoor plants in full sun.	
6 to 10 ins., bare-root.....	.14
Pfitzer Juniper	
6 to 8 ins., bare-root.....	.08
Forsythia Lynwood Gold	
Outdoor plants in full sun.	
6 to 10 ins.....	.06
Forsythia Spring Glory	
Outdoor plants in full sun.	
6 to 10 ins.....	.04
Euonymus coloratus	
Outdoor plants in full sun.	
8 to 10 ins.....	.03 1/2
Euonymus patens	
Small or large-leaved.	
Outdoor plants in full sun.	
8 to 10 ins.....	.04

See classified ad under lining-out stock for other items. Less than 300, total order, add two cents per plant.

McININCH GREENHOUSES
ST. JOSEPH, MO.

LINING-OUT and FINISHED STOCK

Ask for List

THE COTTAGE GARDENS

Our 34th Year

Nick I. W. Kriek-Harold E. Hicks
LANSING 17, MICH.

LYNWOOD GOLD FORSYTHIA

Recent import from Ireland. Full-flowered; deep golden color. Heavy, outdoor frame-rooted cuttings.

\$12.00 per 100, \$100.00 per 1000.

These are very heavy stock ready for direct field planting.

BEARDSLEE NURSERY Perry, O.

Hypericum hidcote	Per 100
1-yr., field, XX.....	\$25.00
Euonymus radicans erectus	
1-yr., bed, XX.....	25.00
California Variegated Privet	
1-yr., field, XX, 6 to 10 ins. ..	18.00
2-yr., field, XX, 12 to 15 ins. ..	30.00

GILSON GARDENS
Perry, Ohio

the recommendation of a well-established firm.

I cannot overemphasize the pitfalls of buying duplications and loading up the store or nursery with a lot of similar items just because one does not have the courage to say "No" to a good salesman. Naturally one has to have adequate stock, and certainly no one wants to get the reputation of always being out of things. However, if a list is made of all of the various kinds and amounts of fertilizer, for instance, that one stocks in his store, it will probably reveal an amazing number and a great confusion among them. With this list one should conscientiously try to eliminate the glaring duplications. He may find that he can cut down his number of items considerably.

Good merchandising today calls for more displays and "leaders." Here, again, intelligent buying can be a great help. By quantity buying or buying of overstocked merchandise from a supplier, the garden center can offer an item at an attractive price and still make a legitimate markup. Just because something is placed on sale does not mean that it should not yield a profit.

Buying New Products

One of the fields in which every retail nurseryman is likely to get his fingers burned is that of new products. Every firm believes that its new product is the world's best and will try to convince the retailer, through its advertising and its salesmen, that he has just the place and the customers to enable him to sell this item by the carload. Beware! First of all, try to see whether or not the new product is a duplication of something already stocked. Next, find out how much effort is going to be expended in advertising to get the product established. If it is a new rose, for instance, find out if there is going to be national publicity on it. A garden center clerk does not have time during the busy season to stop and do all the groundwork to sell a new item. The market must be presold in most cases. If one must have the item, he should buy sparingly. If the item does sell well, it can generally be reordered. Certain slow-moving nursery items should carry a much higher markup than the faster-moving items. "Call items" should be bought sparingly and should not be given the most prominent place in the store or nursery.

In conclusion, I should like to stress these points: Give thought and time to buying. Keep accurate records, so as to have means of comparison for future buying. Buy from

FALL 1957

These are some of our heaviest items:

Pfitzer, extra good, up to 24 to 30 ins.
Taxus cuspidata, up to 18 to 24 ins.
Taxus hicksii, up to 24 to 30 ins.
Chinese Elm, fine straight trees, up to 3 ins.
Flowering Crab Apple, up to 6 to 7 ft.
Norway Maple, up to 3 ins.
Soft Maple, up to 1 1/2 ins.
Sugar Maple, up to 1 1/2 ins.
Pin Oak, up to 2 1/2 ins.
Sweet Gum, up to 2 ins.
Cotoneaster divaricata, up to 4 to 5 ft.
Honeysuckle Bush, up to 4 to 5 ft.
Rhus cotinus, up to 6 to 7 ft.
Fruit trees, all kinds
Montmorency Cherry, 1-yr.

C. M. HOBBS & SONS, INC.

Established 1875

Bridgeport, Ind.

Phone: Indianapolis CHapel 4-1812

TAXUS

Liners — Finished

Send for list or see our ad in the September 1 issue of the American Nurseryman.



EAGLE CREEK NURSERY CO., Inc.

New Augusta, Ind.

Indiana's Largest Landscape Nursery

ULMUS PUMILA (Chinese Elm)

1000, 1 1/4 to 2 1/2-in. cal. 85 per cent 1 1/2 inches or more, transplanted, hardy, straight, dense. Every one a picture tree. We will sell 25 to 100 as row run or more. We dig and load your truck. Our prices will make you happy. Call, write or phone: Tennyson 7-5237.

ASAY NURSERIES

Rt. 1, Gary Rd., 1/2 mile south of Rt. 20
Roselle, Ill.

Bentley's

HARDY PLANTS

QUALITY—SERVICE

Perennials & Specialty

2559 Mentor Ave. MENTOR, O.

Stock that is hardy.

WHOLESALE

SUMMIT NURSERIES, INC.
STILLWATER, MINN.



Scarff's Nursery, Inc.

Tel. Victor 5-2561

New Carlisle, Ohio

—Finest Miami Valley Grown Stock—

Small Fruits

Raspberry — Blackberry

Currants — Gooseberry

Asparagus Roots

McDonald Rhubarb, No. 1 Div.

Red Canada — Red Victoria

Linnaeus, Whole Roots

Special Shrubs

(1000 rate 5c each less)

	Each	100 rate
Barberry, red, 18 to 24 ins.	\$.40	
24 to 30 ins., heavy	.50	
Forsythia, Arnold Dwarf, 18 to 24 ins.	.40	
Forsythia Lynwood Gold, 3 to 4 ft.	.50	
Forsythia spectabilis, 3 to 4 ft.	.45	
Hypericum kalmianum, 18 to 24 ins.	.35	
Ligustrum, Regel's, 18 to 24 ins.	.35	
24 to 30 ins. (True Type)	.40	
Lonicera, Clavey Dwarf, 15 to 18 ins.	.35	
Lonicera Gold Flame (Vine No. 1)	.35	
Lonicera zabeli, red, 3 to 4 ft.	.45	
4 to 5 ft.	.50	
5 to 6 ft., extra heavy	.75	
Salix caprea, 3 to 4 ft.	.30	
(Large French Pussy Willow)		
Spiraea Anthony Waterer, red,		
18 to 24 ins.	.45	
Spiraea arguta, 30 to 36 ins.	.45	
(Snow Garland Spirea)		
Spiraea vanhouttei, 3 to 4 ft.	.40	
Viburnum, American, 3 to 4 ft.	.60	
Viburnum lantana, 3 to 4 ft.	.55	
Viburnum prunifolium, 3 to 4 ft.	.50	

Evergreens

**Specimen Plants for
Landscaping
or Garden Center Sales—
Excellent Color—
Solid Clay B&B**

ARBORVITAE

Dark Green American, 30, 36 and 42 ins.
Pyramid, 3, 4 and 5 ft.

Woodward Globe, 12, 15, 18 and 24 ins.

BIOTA Berckmans Golden, 24, 30 and 36 ins. (Finest we have ever grown.)

JUNIPERS

Greek, 24, 30 and 36 ins.

Plutzer Blue and Green, 24, 30 and 36 ins.

Swedish and Irish, 30, 36 and 42 ins.

—EXTRA SPECIAL—

Euonymus carrierei and Newport

B&B Specimen

15 to 18 ins., \$1.00 each

18 to 24 ins., \$1.25 each

Write for Bare-Root Prices

We will appreciate your visit to our nursery; otherwise check our Trade List for prices on evergreens.

Send for Complete Trade List and Prices of Fruits, Ornamental Shrubs, Vines, Evergreens, Special Mail-Order Items and Lining-Out Stock.

reputable, established firms. Beware of new items until they are proved. Watch the inventory. Watch the seasonable aspects of business. And, finally, cultivate the ability to say "No" when tempted to buy something that raises any doubts about its desirability.

SEEDLING SWINDLE

Residents of the Washington towns of Alderwood Manor, Lynnwood and Edmonds have reported a new racket being operated in the area recently.

A salesman calls—usually at the home of an elderly couple—with the story that he is seeking a place to grow plants for the nursery trade. He assures the victim that he will furnish all cuttings, fertilizer, mulch and machinery and within six months will buy back the operation at a \$2,000 profit to the grower. But, first, the grower has to buy the seedlings from the salesman.

Local newspapers are warning residents to call the better business bureau to check the legitimacy of any schemes proposed to them for quick profits of this nature. According to the newspaper reports, several elderly couples have been fleeced of all their savings by the swindlers.

M. B. S.

DAPHNE CNEORUM

POT PLANTS FOR LINING OUT

Growers who develop Daphne know that the most difficult part of their work consists of rooting their cuttings with a good percentage of stand. By buying our liners you eliminate the work and the risk. The pot plants which we offer are in a growing condition, completely pot-bound and nicely topped. They are a real growers' value.

2-in. Pot Plants—Per 10, \$3.00; Per 100, \$25.00; Per 1000, \$225.00

FIELD-GROWN PLANTS

These plants are ideal for either lining out in the field, or as canned that we do not think can be matched. This past spring many had to be turned down because of the heavy demand. Even though this wonderful plant handles well in the fall, we will accept orders for shipment in the spring if you desire. Order now to avoid disappointment later.

1-yr., 6 to 9 ins.—Per 10, \$4.00; Per 100, \$35.00

1-yr., 9 to 12 ins.—Per 10, 5.00; Per 100, 45.00

HARDY CHRYSANTHEMUMS

Our list contains the newest and best varieties available in the country. Plants furnished are fully developed, field-grown clumps, ideal for use as stock plants for your propagations. Write now for our complete list.

THE JOSEPH F. MARTIN CO., INC.

P. O. Box 189

Painesville, O.

HANKOW CORKSCREW TREE

(Salix matsudana tortuosa)

Unusual landscape addition to tree lawn or shrub border. Branches both large and small grow upward with an exotic corkscrew twist.

A charming hardy Oriental tree that will delight you and your horticulturally interested customers.

Per Each Per Dozen
6 to 8 ft. \$3.50 \$35.00
Outdoor rooted cuttings, \$25.00 per 100.

BEARDSLEE NURSERY
PERRY, OHIO

PERENNIALS

Shrubs and Azaleas

Top-Quality Stock

Write for our new catalog.

Springbrook Gardens, Inc.

Mentor, Ohio

ANSWER MORE CUSTOMERS

VIBURNUM ichangense

Fast growing with graceful branches and deeply veined leaves.

2 1/4" Pot	1-Gal.
.20	.50

VIBURNUM odoratissimum. Sweet Viburnum

Evergreen shrub. White flowers. Large thick green leaves.

2 1/4" Pot	1-Gal.	5-Gal.
.18	.50	1.85

VIBURNUM tinus robustum

Medium-sized evergreen shrub with luxuriant deep green foliage. Has white flowers blushed with pink.

2 1/4" Pot	1-Gal.	5-Gal.
.18	.50	1.85

VIBURNUM burkwoodi

Hardy deciduous shrub producing large waxy white, pink-flushed flower clusters. Has a Gardenia fragrance.

2 1/4" Pot	1-Gal.	5-Gal.
.20	.60	1.85

VIBURNUM tomentosum plicatum grandiflorum

Produces pure white flowers perfectly rounded 3" to 4" across. Clean foliage. Very hardy. Deciduous.

2 1/4" Pot	1-Gal.
.18	.50

VIBURNUM japonicum

Compact evergreen shrub with large glossy-green leaves. Produces white flowers.

2 1/4" Pot	1-Gal.	5-Gal.
.18	.50	1.85

VIBURNUM opulus sterile. Eastern Snowball

Hardy deciduous shrub to 8 feet produces globular clusters of pure white flowers in May and June.

2 1/4" Pot	1-Gal.
.18	.50

VIBURNUM dilatatum. Linden Viburnum

Dense and compact habit of growth with nice green foliage followed by bright red berries. Deciduous.

2 1/4" Pot	1-Gal.
.18	.50

VIBURNUM mariesi

Heavily veined dark green leaves. Produces white flowers in spring. Very showy. Deciduous.

2 1/4" Pot	1-Gal.
.18	.50

**ORDER VIBURNUM
NOW TO SECURE
YOUR STOCK FOR
NEXT SPRING**



USMERS' QUESTIONS

with

Versatile Viburnum

Yes, by stocking viburnum you can supply the home gardener with the answer to many of his landscaping problems—for what is so versatile as viburnum?

Sell it for hedges—sell it for screening. There are many viburnum varieties. While some grow tall others remain compact. It can be deciduous or evergreen. Some offer snow ball-like flowers while others blush their blooms with pink. Other varieties offer their pleasing dense green foliage. Viburnum can show off a fancy, heavily veined leaf while another will display a variegated leaf. And still other viburnum will burst forth with an abundance of flaming red berries. All MN viburnum is husky and hardy—easy for the home gardener to see pleasing results. Yes, there's hardly anything your customer can ask for where the answer isn't VERSATILE VIBURNUM.



See page 75 of the 1957-58 MN catalog for complete list and prices. If you don't have the new MN catalog, write today for your FREE copy. More color photos than ever before! Packed with valuable information.

DON'T FORGET TO PUT VIBURNUM ON YOUR NEXT ORDER



MONROVIA NURSERY CO.

P.O. BOX Q, AZUSA, CALIFORNIA

PLANT NOTES HERE AND THERE

By C. W. Wood

Trifolium Uniflorum

Looking through one of my numerous notebooks, I came recently upon a quotation, which will be given later, referring to *Trifolium uniflorum*. It brought back pleasant memories and sent me scurrying to my index of plants mentioned in this column. I was surprised to find that I have never included the plant in these notes.

Trifolium uniflorum is one of the clovers from southeast Europe. It spreads a typical mat of bright green, marbled, clover foliage, low and ground hugging as a good ground cover should be. And that could well be the plant's downfall, for a gardener, seeing the plant out of flower, might easily pounce upon it as an interloper and jerk it out. Then, the following spring, when he looked for the plant's bright display of almost stemless, little, deep pink pea flowers, it would not be there to greet him and he would be in the market for more plants of *Trifolium uniflorum*. That is where the nurseryman comes in and also the quotation mentioned before.

Talking about this little clover, a nurseryman once wrote: "A plant that all who see, desire; that all who buy, themselves destroy; that all who slaughter, buy again; for whose demise you cannot blame your nurseryman, no matter how cantankerous you are." What more could a nurseryman ask of any plant?

Arisarum Proboscideum

It is fortunate that the gardening fraternity attracts some enterprising people; else a lot of curious plants would find no takers. That thought came to me recently at a garden club meeting when one member reported his experience with the mouse plant, *Arisarum proboscideum*. It has been so many years since I have seen the plant that I had to refresh my memory when I got home by reading all I could find on the subject. And that is not much aside from a footnote in the "Standard Cyclopedia of Horticulture."

There I found that the genus *arisarum* is closely allied to the better known genus *arisaema*, being distinguished from the latter by a few obscure characteristics, of little interest to the gardener. It comes from Italy, so the book says, and that

would bar it from outdoor culture in the north. Later, I found a note in my files, taken from an old issue of *My Garden*, an English publication, which I quote below, in part:

"There is no more amusing plant in the garden than that tiny arum, *Arisarum proboscideum*, the grey-brown flowers of which present a ridiculous similarity to a number of mice, each waving a frisky tail of farewell as it dives into a thicket of arrow-shaped leaves. This curiosity, moreover, arouses one's interest by its extraordinary adaptability, there being scarcely a place in which it will not thrive, from the crevices of a dry wall to a sloppy bog. It is perhaps most at home in clefts between the stones of steps or in shady niches of the rock garden, and some such close-up position only seems due to a plant that is so freakish. To get it established all you have to do is to wedge a scrap of root into a coolish chink and forget about it."

Two Good Grassy Bellflowers

I scarcely know how to approach the subject of bellflowers. The three genera, *campanula*, *edraianthus* and *wahlenbergia* are so confused in gardens, and the specific names means so little generally that one seldom knows what he has if he depends upon names alone. Botanists, through the years, have helped little, for they have shifted the generic names in a way that only compounds confusion in the gardener's mind. So I have taken Bailey's account of the plants in his garden monograph, "The Garden of Bellflowers," as a guide in this short note on two kinds which should become more widely used in gardens.

Bailey put them in the genus *edraianthus*, calling them *E. serpyllifolius* and *E. pumilio*. When one looks for them in seed and plant lists, however, he is likely to find them under *wahlenbergia* or *campanula*. Regardless of where they are found, the following are their characteris-

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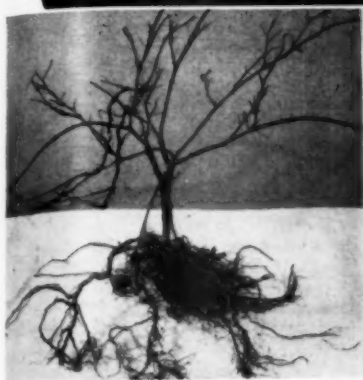
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tics, if my material was correctly named:

Edraianthus pumilio makes a close cushion of linear leaves, glistening with silvery hairs, on which sit up-turned, lavender-violet bells in early summer. It is a beautiful summer ornament wherever its simple needs can be supplied. These include a limestone soil, sharp drainage and water at the root. It is something of a task to grow the plant from seeds but fairly easy to grow it from cuttings. These should be taken in mid-summer from plants that have not been allowed to bloom, after the new stems have shown sufficient maturity by taking on a red color. One should insert the half-inch, or longer, cuttings in a sandy, shaded frame, and pot them up in a sandy, leafy soil.

The plant that Bailey calls *E. serpyllifolius* is even more gorgeous than the other, making a mat of rosettes of oval leaves, notched at the tip. This can be a spectacular plant in June, when it covers itself with large bells of violet purple. The flowering season is short, but the briefness of blooming is offset by a prodigious production. *E. serpyllifolius* is one of the better of the small campanula cousins, easier to grow than most if given a well-

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drained limy soil, with some moisture at the roots in summer. It should be hardy in all parts of the country except the coldest, such as northern Michigan. It grows quite readily from seeds sown indoors or in a protected frame in early spring and may also be grown from cuttings of new growths (nonflowering) during late spring and early summer.

Thoughts on Lily Culture

Being far from an expert lily grower, I approach the question of soil for lilies, as propounded in a recent inquiry, with some trepidation. However, from my own experience and observation, I offer the following thoughts:

An examination of the lily literature will show that most writers on the subject stress soil above everything else. I have long suspected that soil had become a fetish with most of these writers, as it has in the case of many other plants. I first made this observation about 30 years ago and was laughed down by some most influential plantmen. It is not self-esteem (though I probably have plenty of it) that prompts me to point out the fact that some of these scoffers and many modern gardeners have now come to the same conclusion.

It is true, of course, that a very light soil is a poor medium for most lily species, as has been proved to me in my own trials. Likewise, a heavy, stiff clay is inimical to lily well-being. Between these two extremes is a wide range of growing media in which a majority of the lilies that one is likely to grow will do well. While I was experimenting with lilies, I soon ceased to worry about soil, except to inquire into its content of organic matter. Working along that line, I found to my own satisfaction that the make-up of the soil was of minor importance so long as it contained an abundance of humus to help carry the plants (all except the swamp dwellers) through dry weather. It was also found that an abundance of organic matter was a great help in keeping the so-called alkaline and acid lovers satisfied with their surrounding. Good drainage is also essential for most lilies, even the ones growing naturally in swamps. I have always found bulbs of the latter a considerable distance above the water level, as on hummocks, with only their roots in water.

Lilium Amabile

While writing the foregoing note on lily culture, it came to me that *Lilium amabile* is not seen in gar-

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dens so often as its virtues warrant. It should be a favorite among beginners and probably would be if its praises were sung by commercial growers. It would surely please more experienced gardeners who have had trouble with the difficult varieties.

It is a most amiable plant, doing well in ordinary garden soil in sun or part shade. It needs good drainage and seems to do best in a soil rich in humus. There it may grow to three feet in height, although it usually did not exceed two feet in my light soil. In any case, it is a pretty little lily, easily grown from seeds, usually blooming the third year, and is long-lived in the garden. The type, the most generally available in bulbs, produces rich red, nodding flowers, usually spotted

black. There is also a yellow form offered. It should be mentioned that the flowers have a rather disagreeable odor—the plant's only fault so far as I have observed. A stem root-er, it should be planted about six inches deep.

Lilium Dauricum

Another easily grown lily is L. dauricum. Its early (June) bloom-

ing and ease of culture in any open situation in leafy soil recommend it to the beginner, although its spotted red flowers with yellow at the center are not especially attractive to me. Its variability has given rise to numerous forms, however, some of which are far superior to the type. Thus, a clear yellow form, known as variety luteum, is a well-loved

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ornament in some June gardens. But the prettiest of the dauricum forms is the plant that was formerly called *L. batemanni*, which botanists now tell us should be *L. dauricum venustum batemanni*. One would not associate its 3-foot growth, with unspotted deep apricot flowers in late August, with dauricum. Unfortunately, stocks are still so polluted with mosaic that it is a discouraging task to keep the plant in the garden.

Blue Petunias

An Ohio reader says that each spring he has to make several plantings that call for a really blue petunia as one of the bedders and wonders if there is such a thing. So-called blue petunias were long included in my trials and were long a disappointment, revealing themselves as fading purples, like Elk's Pride, or as violet-tinged varieties. Of late years, however, much progress has been made in the search for real blues. One can now expect a good color (midblue, according to the seedsmen) in kinds like Blue Bedder and Blue Bonnet, although neither of these is 100 per cent fixed, according to my trials, and both show some fading. The first is a bedding variety, growing to 15 inches in height, and the other is a hybrid of 30-inch stature. A later introduction, Blue Wonder, one of the large-flowered bedding varieties, growing to a height of 18 inches, with large (to three inches across) flowers of bright, dark blue, did not fade in our trials and showed very little variation in color.

A Few Thoughts on Annuals

Since celosia has taken the beauty treatment at the hands of plant breeders, it has assumed new significance as a garden ornament and cut flower and for drying for winter bouquets. Gold Dust, for instance, produces velvet coxcombs, the coloring of which varies with different stages of their development. The initial color—silver sprinkled with gold—changes to rich yellow and finally ends as a blaze of deep gold with a silvery sheen. The combs can be dried at any stage and will retain all their beauty.

Good snapdragons are always valuable property in the hands of the bedding plant grower. If one wants to prove the truth of that statement, he might try the following two new kinds on his customers.

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Chenomes (Flowering Quince)—Both on own root from softwood cuttings. No suckering from these plants.

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Cherry Laurel—See *Prunus*.

Cydalis—See *Chenomes*.

Eucymus alatus compactus—large, heavily rooted cuttings, rooted in soil since June 57, 8c; FG, T, 8 to 12 ins., 20c.

Ilex cornuta burfordii—RC, July 57, heavy, 6 to 12 leaves, 8c.

Ilex cornuta femina—RC, July 57, heavy 6 to 12 leaves, 8c.

Ilex crenata convexa (bullata)—RC, July 57, 7c.

Ilex crenata hetzi—RC, July 57, 8c.

Ilex crenata rotundifolia—RC, Aug. 57, 7c.

Ilex opaca (American Holly)—Northern types—No southern hybrids. Guaranteed female and guaranteed male from cuttings, BG, liners, 4 to 6 ins., 17½c; 15 to 30 ins. for canning in gallon cans, mostly single stem, some lightly branched, 50c. *Ilex opaca* shipped only on March 1, 1958 (because that is the very best time to move American Holly). Also see plantainer can list.

Laurocerasus—See *Prunus*.

length of spike, with flowers placed far enough apart on the stem to give it grace, yet close enough together to give the impression of massiveness, and good, live color. The variety Jackpot, with a lovely, deep rose-colored flower and yellow lip, is an example of this class. Interesting, too, are the base-branching varieties, such as Snow White, with up to six branches breaking from the base. The one named has almost a foot of large, pure white flowers.

I thought I had seen the ultimate in sweet peas until I stopped last fall at a country restaurant for a quick snack and found the entire south side of the building covered to a height of 10 feet with healthy sweet pea vines that bore large flowers, some ruffled, in many clear, pleasing shades. I was told they were plants of the plentiflora strain, a refinement of the multiflora and floribunda strains. It was a sight I shall not soon forget.

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Mahonia bealei—1-yr., seedlings, growing in outside beds, just right for potting, 6c; BG, 2-yr., 4 to 6 ins., 11c; 6 to 9 ins., 18c.

Prunus laurocerasus schipkaensis (Laurel Cherry)—RC, very large and heavy, July 57, 10c.

Prunus laurocerasus zabeliana (Laurel Cherry)—RC, July 57, 10c.

Prunus laurocerasus officinalis (English Laurel)—RC, July 57, 10c.

Tuja orientalis aurea nana (Berckmans Golden Arborvitae)—RC, Feb. 57, growing in soil ever since. Most could go directly to the field under irrigation or put in 2½ to 3-in. pot, 10c.

VIBURNUMS—All are on their own roots from softwood cuttings. They should be shipped by the first part of March and will keep perfectly if heeled in until planting time (the earlier the better).

Viburnum burkwoodii—FG, T, somewhat light, 12 to 18 ins., 40c; 18 to 24 ins., 60c.

Viburnum carlesii—RC, June 57, 15c.

Viburnum chenaultii—More shapely and attractive than burkwoodii, nearly evergreen, should soon supplant burkwoodii—RC, June 57, 8 to 12 ins. and up, 15c; FG, a little light, BR, 12 to 18 ins., 50c; 18 to 24 ins., 85c.

Viburnum juddii—Better than carlesii. A more compact plant with more attractive leaves, not subject to leaf spot, flowers really pink!—RC, June 57, 15c; BG, liners, not branched, 12 to 18 ins., 30c; field-grown, excellent plants, 15 to 18 ins., 90c; 18 to 24 ins., \$1.25.

Viburnum macrocephalum sterile

Viburnum tomentosum mariesii

Viburnum rhytidophyloides

All three sold out for this year.

Viburnum rhytidophyllum (Leather-leaved Viburnum)—RC, July 57, 12c; BG, liners, not branched, 18 to 24 ins., 25c.

Weigela vaniciei—BG, single cane, 18 to 30 ins., 17½c.

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Viburnum juddii—A luxury item for your discriminating trade.

Juniperus hetzi—Good full plants.

Ilex vomitoria—With red berries.

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Viburnum macrocephalum sterile (Chinese Snowball)—The flowers are often 8 ins. in diameter!

Ilex latifolia—Dark green leaves up to 6 ins. long, red berries.

Viburnum rhytidophyloides—Similar to rhytidophyllum but is harder.

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Bridgman, Michigan

FLOWERING CRAB APPLES

[Continued from page 16]

esting plant, but, like all so-called weeping trees, it should be used sparingly. Exzellenz Thiel has the same habit of growth, but has pink to white instead of purple flowers and yellow fruits instead of purple.

One of the oldest of all is the double-flowering Chinese crab apple (*M. spectabilis plena*). This has been known to horticulturists for more than

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200 years and it is still one of the finest. The Carmine (*M. atrosanguinea*) is also an old friend that has easily held its own. Among the purple-flowered forms, Aldenham (*M. purpurea aldenhamensis*) rates high. It has semidouble blossoms. Another, the much older purple crab apple (*M. purpurea*), is retaining its well-earned reputation.

There are a number of crab apple species that could be used more wide-

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ly in landscape work. I never let a chance go by to put in a good word for the native Iowa crab apple (*M. ioensis*). I must admit that it is more difficult to handle than the foregoing species, especially if dug up along the roadside or in the woods, but it does well if budded on apple or crab apple stock. Seedlings transplant well when they are young. But with the necessary care even old trees can be transplanted.

Chinese Species Different

Several of the Chinese species are quite different from most crab apples in foliage as well as in flowers and fruit and, sometimes, in the habit of growth. *M. yunnanensis veitchii*, for example, produces its flowers and its purple fruits in upright clusters. This species grows more or less like a column and for that reason also it may have merit in a given situation. The *Tschonoski* crab apple (*M. tschonoski*) is mostly of interest for its foliage; the flowers are insignificant. The young leaves are silvery white, and, in the fall, under favorable conditions, the foliage turns to brilliant red, orange, purple and yellow, as beautiful as the autumn coloring of any other tree.

The Honan species (*M. honanensis*) is a good subject for small home foundation plantings. It can easily take the place of some of the cotoneasters. In fact, it resembles *Cotoneaster multiflora* so much in the flowering stage that they could well be mistaken for each other. The fruits, however, quickly show the difference. Another slow-growing, shrubby species is the Italian crab apple (*M. florentina*), quite different from most species. It has the distinction of being the last to come into flower, usually at the end of May or early in June.

Outstanding Asiatics

To return to the Asiatic species, a much larger type is the cut-leaved crab apple (*M. toringoides*). It is best known for its beautiful fruit. A seedling of this species recently appeared in the United States under the name *Malus toringoides macrocarpa* or large-fruited cut-leaved crab apple. This plant does not have much larger fruits than does *toringoides*, and they are the same attractive color. The plant may well become established as a good ornamental. Finally, there is among the species the particularly fine tea crab apple (*M. hupehensis*). There are several different forms of this species in circulation, but they are all remarkably beautiful. The differences are slight, and all have the typi-



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cal V shape, which they assume
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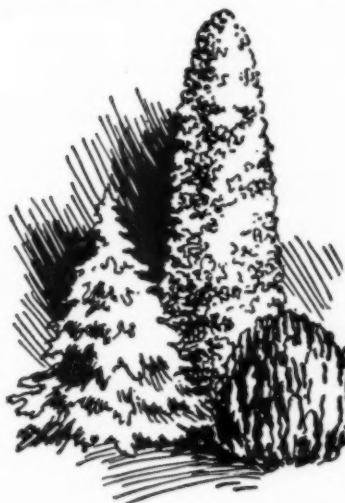
Crab apples generally designated
as new may actually be as much as
20 or 30 years old. The Van Eseltine,
for instance, originated about 1930
at Geneva, N. Y. It is one of the most
outstanding of the genus and is still
not well known. Among the best hy-
brids to come from Canada is Kings-
mere, a wonderful plant, not only
for the flowers but also for the fruit,
which is excellent for jelly. Makamik
is another worthy Canadian, a fine
medium-size tree with good foliage,
large purple flowers and bright red
fruits.

New Seedling Varieties

Crimson Brilliant originated at Des
Moines, Ia., as a seedling of the Jay
Darling crab apple. It could well be
considered a smaller edition of the
Darling, growing to a broad bush or
low-trunked, small tree. The flowers
are a clearer red than its parents,
and many of them are semidouble.
Irene is a similar seedling with about
the same habit of growth, but with
single blossoms. Evelyn is an acci-
dental cross between the native Iowa
crab apple and some unknown pur-
ple-flowered, purple-leaved and pur-
ple-fruited crab apple. It has prac-
tically every characteristic of the

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BUTTERFLY BUSH—		
Charming, Dubonnet, Ile de France,		
Mt. Everest, white		
2-yr., No. 1	3.50	30.00
Chinese Beauty-Berry		
(Callicarpa purpurea)		
18 to 24 ins.	4.00	35.00
2 to 3 ft.	5.50	50.00
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2 to 3 ft.	3.50	30.00
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Deutzia crenata		
2 to 3 ft.	3.50	30.00
2 to 4 ft.	5.00	45.00
Deutzia Pride of Rochester		
2 to 3 ft.	3.50	30.00
2 to 4 ft.	5.00	45.00
4 to 5 ft.	7.00	65.00
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12 to 15 ins.	4.50	40.00
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2 to 4 ft.	5.50	50.00
4 to 5 ft.	7.00	65.00
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2 to 4 ft.	5.50	50.00
4 to 5 ft.	7.00	65.00
Hydrangea Standard Blue		
2-yr., 3 canes or more ..	5.00	45.00
2-yr., 2 canes	4.00	35.00
Hydrangea Nikko Blue		
(Hardy Blue)		
2-yr., 3 canes or more ..	6.50	60.00
2-yr., 2 canes	5.00	45.00
Hydrangea P. G.		
18 to 24 ins.	4.00	35.00
2 to 3 ft.	5.00	45.00
Lilac, Common Purple		
2 to 3 ft.	5.00	45.00
2 to 4 ft.	6.50	60.00
Snowball, Common		
18 to 24 ins.	4.50	40.00
2 to 3 ft.	5.50	50.00
2 to 4 ft.	6.50	60.00
Snowball, Japanese		
18 to 24 ins.	6.50	60.00
2 to 3 ft.	8.50	80.00
Spiraea Anthony Waterer		
12 to 15 ins.	3.50	30.00
15 to 18 ins.	5.00	45.00
Spiraea billardi rosea		
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Spiraea Reeves		
2 to 3 ft.	4.50	40.00
Spiraea thunbergi		
18 to 24 ins.	4.50	40.00
Spiraea vanhouttei		
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Tamarix		
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seed parent except that the flowers are deeper rose pink, the young foliage is purplish and the fruit is red instead of green. Patricia is a seedling of the well-known Hopa. It has larger blossoms than the latter, much larger and juicy red fruits and a good, uniform, rounded crown.

Seafoam is another new introduction of interest for its habit of growth and the enormous masses of tiny white flowers and yellow fruits. Also interesting is the fact that Seafoam, a seedling of the purple Echtermeyer crab apple, shows none of the characteristics of the purple ancestor of Echtermeyer but does exhibit traits of several of its green-leaved ancestors. Among these are the Toringo and the weeping plum-leaved crab apple.

Katherine is not exactly new, almost 30 years old, and not nearly so well known as it deserves to be. In Tanner's variety, just as old, we have a charming, early-flowering crab apple with masses of creamy-white blossoms; it is a good little tree where space for a large tree is lacking. The Nova crab apple is, in all probability, a deeper-tinted sport of Bechtel.

Liset, a new hybrid which came to the United States from Holland eight or ten years ago, is a seedling of the Lemoine crab apple. Liset is better than the seed plant, resembling it in habit but having better foliage and better red flowers and coming into bloom several years earlier than the Lemoine. Several large nurseries are now growing Liset in quantity.

A BUSMAN'S HOLIDAY

[Continued from page 12]

This fertilization practice brings out the luxuriant growth and deep green foliage of the crops around which it is placed.

We arrived at the campus where, after obtaining motel lodgings, I visited Prof. Margherita Tarr, of the extension staff at Ames. Miss Tarr is the author of many interesting and informative articles dealing with landscape architecture, home planting and garden club information. She is chairman of landscape design in the landscape architecture department of Iowa State College.

We spent the evening at the home of V. S. Peterson, a representative of an eastern chemical company, who is especially interested in the use of new chemicals in production of plant materials.

After a visit to the beautifully planted grounds at Iowa State College, we left for Des Moines. En

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Pear (Pyrus calleryana)		
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No. 2	5.00	45.00
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1/4-in. up .	4.30	38.00
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route we saw many homes planted with materials similar to those used in Pennsylvania. Locust trees have been used extensively for embankment treatments along highways. In Des Moines proper we noticed the use of Chinese and American elms for street planting. Occasionally, Schwedler maples have been used for avenue planting. Many weeping mulberry trees are in evidence as small lawn specimens. In the Patricia park section, many new homes are being constructed and provide promise of extensive landscaping in that area.

Leaving Des Moines we noticed the beautiful white painted buildings of the honor farm at the Iowa state penitentiary. Approaching Clarinda, Ia., we saw a 10-acre park planted mostly with elm and maple trees. A large playground filled with modern equipment provided ample room for the busy juveniles. Ancient elm and maple trees, 50 years old or more, fill this beautiful little town. We spent the night at Shenandoah.

May Seed Co.

The following morning we visited with Clyde Maxwell, assistant manager of the Earl May Seed Co., and Paul Foster, of the service department of the same company. This garden center-type store is one of many such located throughout Iowa, Nebraska and Missouri.

The Earl May Seed Co. & Nursery firm was organized by Earl May in 1919. His son, Edward May, was elected president in 1946, when Earl May passed away. The Mount Arbor Nurseries, also at Shenandoah, produce all of the nursery stock handled by the May firm.

The vegetable and flower seeds are grown by specialists in the areas where climate and soil conditions are best adapted for their most perfect development. Early spring-blooming bulbs are grown in Holland, and many varieties of other plants are produced in Europe. The firm produces all of its own hybrid field corn seeds. Field and farm seeds of many other kinds are purchased directly from farmers or producers in various states.

The most modern machinery is employed in cleaning seeds, which results in bringing the seeds up to a high degree of purity, quality and germination. The May Seed Co. has a modern seed laboratory, where all seeds are tested. Records of definite verified origin and chemical treatment of farm seeds are maintained. Mr. Maxwell relates that

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(For B&B add 50c extra per tree.)

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5 to 6 ft., br.	17.50	150.00
6 to 8 ft., br.	22.50	200.00

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FLOWERING CRAB APPLES

Eleyi, purple foliage, pink flowers		
Hopa, bronze foliage, pink flowers		
Flame, green foliage, white flowers		
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5 to 6 ft., br.	8.00	75.00
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(New Purple-Leaved Plum), darker foliage		
3 to 4 ft., br.	5.00	45.00
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5 to 6 ft., T., br.	7.50	60.00
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4 to 5 ft., T., br.	8.50	75.00
5 to 6 ft., T., br.	10.00	90.00
6 to 8 ft., T., br.	15.00	125.00

Elm, Chinese

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6 to 8 ft., T., br.	10.00	75.00
8 to 10 ft., T., br.	15.00	100.00

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RICHMOND, VA.
5 miles west of city on Broad St. Road

another matter of interest to the firm's many customers is the opportunity to obtain seeds and nursery stock adapted particularly to middle western areas. Large trial and testing farms are used to obtain such information. Thirty varieties of grass mixtures are on trial, and 1,301 varieties of vegetables and flowers are under test.

Canned Roses Popular

The May Seed Co. starts packaging seeds around September 1 and continues to June 1 the following year. Mr. Maxwell stated that canned roses were one of the biggest items for store sales. These roses are grown in southern California. The firm has a chain of three radio stations, KMA at Shenandoah and KFOB and KMTV at Omaha.

The appointments in the Shenandoah store are unusual. The prospective customer has little difficulty in locating the materials in which he is interested. In addition to the regular items of garden plants, farm seeds, spray materials, fertilizers and garden equipment, there are tropical fish, parakeets, and pet foods. An attractive soda fountain is located in the center of this spacious building. Mr. Maxwell and Mr. Foster were most courteous in providing the information pertaining to the firm which they represent.

Mount Arbor Nurseries

Leaving the May store, we journeyed to the Mount Arbor Nurseries, recognized as one of America's foremost nurseries. I had no difficulty in contacting George L. Welch, president of the firm. The modern intercommunication system used in the office and in the field makes it possible to contact individuals in short order. After a pleasant visit with Mr. Welch, I was introduced to John Hall, superintendent of the outside nurseries, who conducted me on a whirlwind tour of many of the important parts of the nurseries.

Mount Arbor Nurseries were established in 1875, and the name was inspired by the steep hill (mountain) and arbor from arborvitae. Edward Samuel Welch became sole owner of Mount Arbor Nurseries in 1892. The growth of the business, incorporated in 1916, has been phenomenal. At present there are 2,000 acres of nursery stock of all kinds under cultivation at Shenandoah; the Yakima Valley branch is located at Modesto, Calif.

Manure used at the nursery is obtained from Omaha stockyards. Soybeans are used as a green manure crop. The Mount Arbor Nurseries

were the first farm used by the soil conservation service in the United States. At the present time the firm has 40 acres in the soil bank program.

Facilities

This past season 40 acres of pecanies were grown. In the spacious shipping center, arranged for convenience and accessibility, bins of packaging materials were observed. Sphagnum is used for rose packaging, while shingle tow is used for large plants. Peat and shingle tow are used for packaging material for department store and garden center sales. Seven wells on the property provide an ample supply of water for underground irrigation. A total of 100 acres are supplied by an overhead irrigation system.

Research workers in entomology from Iowa State College are housed in a separate building, located near the labor camp. Mexican labor is quartered in this camp, which has a separate mess hall, where Mexican cooks prepare the food.

Ample Storage Space

There is a 30-acre scion orchard, and it is 75 miles around the nursery area. In the general storage department there is room for 60 carloads of roses alone, irrespective of the spacious area for all hardy deciduous material. Mount Arbor Nurseries ship by truck, freight, express and parcel post and are strictly a wholesale firm. I was interested in the shade tree stock and found that here, too, the supply was not great.

Mount Arbor Nurseries have a 16-mm. full-color story of certified-quality roses. This 30-minute film, Rosarama, is available free for showing to groups of 25 or more adults; all one has to do is to pay the postage. Reservation should be made early, and two or three optional dates should be given.

An interesting brochure ("50 Years of Active Service") is dedicated as a tribute to a good businessman. This brochure contains many pictures of the early history of the firm, types of catalogs, product distribution and office management, as well as a series of portraits of employees who have been associated with the nurseries for 25 to 40 years.

Attractive Park System

I wanted to see the town of Shenandoah and was amazed at the beautiful park system with stately elms and adequate facilities not only for the townspeople, but for visitors also. One could spend many days

TOP QUALITY

CORNUS FLORIDA RUBRA (Pink-Flowering Dogwood), from 12 to 18 ins. to 6 to 8 ft.

CORNUS FLORIDA ALBA PLENA (Double-Flowering White Dogwood), from 12 to 18 ins. to 3 to 4 ft.

PRUNUS PERSICA (Flowering Peach), pink, red and white, 3 to 4 and 4 to 5 ft.

PRUNUS NEWPORT, PISSARDI AND THUNDERCLOUD (Purple-Leaved Plum), 3 to 4 and 4 to 5 ft.

SALIX BABYLONICA (Weeping Willow), 3 to 4, 4 to 5, 5 to 6 and 6 to 8 ft.

TREE WISTARIA, Purple, 2 to 3 ft.

BETULA ALBA (White Birch), 6 to 8 and 8 to 10 ft.

MALUS (Flowering Crab Apple), varieties as follows:

Alameda, single, purple-rose flowers, 6 to 8 and 8 to 10 ft.

Almey, bright crimson blossoms, 2 to 3, 3 to 4 and 4 to 5 ft.

Arrow, single, purplish-red flowers, 5 to 6, 6 to 8 and 8 to 10 ft.

Atrosanguinea, carmine flowers, 2 to 3 and 3 to 4 ft.

Baccata, single, fragrant white flowers, 2 to 3 and 3 to 4 ft.

Dolgo, single, fragrant white blossoms, 2 to 3, 3 to 4 and 4 to 5 ft.

Eleyi, single, purplish-red flowers, 3 to 4, 4 to 5, 6 to 8 and 8 to 10 ft.

Floribunda, single, fragrant, deep pink flowers, 2 to 3, 3 to 4 and 4 to 5 ft.

Floribunda purpurea, single, purplish-red flowers, 2 to 3, 3 to 4 and 6 to 8 ft.

Geneva, single, purplish-red flowers, 5 to 6, 6 to 8 and 8 to 10 ft.

Gloriosa, single, purplish-red flowers, 5 to 6, 6 to 8 and 8 to 10 ft.

Hopa, carmine buds and flowers, 2 to 3 through 8 to 10 ft.

Makamik, single, China-rose flowers, 2 to 3, 3 to 4 and 4 to 5 ft.

Red Silver, single, purplish-red flowers, 5 to 6, 6 to 8 and 8 to 10 ft.

Scheideckeri, double, pale pink flowers, 3 to 4, 4 to 5, 5 to 6, 6 to 8 and 8 to 10 ft.

We are booking orders NOW. Shall appreciate your requesting our complete Wholesale List. Shipment can be made by commercial truck lines, individual trucks, railway express or railroad freight.

THE SOUTHERN AND NURSERY CO. INC.

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4000 SPECIMEN B&B EVERGREENS

Canadian Hemlock, sheared, 2 1/2 to 8 ft., \$2.00 per foot.
Juniper, Pfitzer, Hetz. Von Ehron, 2 ft. and up, \$1.25 per foot.
Taxus, depending on variety and size, \$5.00 and up.

100,000 POTTED LINERS

2 and 3-year

Taxus, 12 varieties, 6 to 8 ins., 35c; 8 to 10 ins., 45c; 10 to 12 ins., 60c; 12 to 15 ins., 75c.

Juniper, Pfitzer, 6 to 8 ins., 35c; 8 to 10 ins., 45c.

Viburnum rhytidophyllum, 12 to 15 ins., 50c.

Canadian Hemlock, frame, 3-yr., 8 to 10 ins., 25c; 10 to 12 ins., 35c; 12 to 15 ins., 50c.

Weigela Eva Rathke, frame, 1 and 2-yr., 12 1/2c and 15c.

Most of the liners listed are suitable for canners.

You are invited to look this stock over.

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Mount Sterling, Ky.

AZALEAS

CONIFERS and BROAD-LEAVED EVERGREENS

Finished Stock and
Potted Liners

(See Classified Ad)

Write for price list.

Send us your want list.

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HANDINA SEEDLINGS

1 ft.	Per 100
2 ft.	\$10.00
3 ft.	15.00
4 ft.	20.00

CHERRY LAUREL SEEDLINGS

3 to 4 ins.	Per 100
6 to 8 ins.	\$ 5.00
12 to 15 ins.	10.00
18 to 24 ins.	15.00

Send check or money order—No C.O.D.'s
Mail or express collect—No charge for
packing.

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**PEONIES • IRISES
DAY LILIES • POPPIES**
ALL YOUNG-GROWN STOCK
PROMPT SERVICE

Send for Wholesale Prices.
Early orders advised.

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4½ Miles East on U. S. 30
VAN WERT, OHIO • "The Peony City"

SEED CHESTNUTS

Castanea mollissima orders taken for fall,
1957, crop. 50¢ per lb. F.O.B. Trappe, Md.
Lower prices for large quantities.

COMPTON FARM

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Maurice C. Ravensberg

Boskoop, Holland

Reliable exporters for general nursery
stock since 1922.

Catalog on application

LILACS FOR AMERICA, by Lilac Survey
Committee. 30 species, 800 varieties. 48 p. \$1.00
postpaid.
American Nurseryman Chicago 4, Ill.

visiting in this nursery area and still
not see everything.

We left Shenandoah for Lincoln,
Neb., our next planned stop. We
noticed many small caterpillar trac-
tors employed in the cutting of grass
on the right of way. Many narrow
bridges without guard rails were in
contrast to conditions on highways
in the east. We passed through Ar-
bor Lodge state park, where many
species of trees and shrubs are to be
found, and saw our first deer cross-
ing sign since leaving Pennsylvania.
We arrived late in the evening at
Lincoln.

WITCHWEED QUARANTINE

Many counties and individual
farms in North Carolina and South
Carolina were designated, effective
September 6, 1957, as regulated
areas under the new witchweed
quarantine. The plant pest control
division of the United States Depart-
ment of Agriculture recently im-
posed the regulations to prevent the
spread of witchweed (*Striga* sp.), a
parasitic plant that causes a danger-
ous disease of corn, sorghum and
other crops of the grass family.

Under the terms of the quaran-
tine, soil, separately or with other
things; nursery stock and other
plants with roots attached; true
bulbs, corms, rhizomes and tubers;
used crates, boxes, burlap bags and
other used farm products containers,
and trucks, wagons and other means
of conveyance may be moved from
the regulated areas only after issu-
ance of a certificate by a U. S. D. A.
inspector indicating that no infesta-
tion will be transmitted by the items.

Used farm tools and implements
may be moved from the regulated
areas only after being washed, steam
cleaned or air cleaned and subse-
quently protected from infestation
to the satisfaction of the inspector.

SAFE IRRIGATION NOTES

Noting that in the past 10 years
crop irrigation has become common
practice in many areas of the United
States, Farm Safety Review gave
the following suggestions for safe op-
eration of irrigation systems in a
recent issue:

Irrigation systems which use pipe
should be grounded, so that they do
not conduct electrical charges which
might prove injurious to those com-
ing in contact with the water or the
pipe. The effect of water from
sprinkler heads' coming in contact
with high-tension lines has been the
topic of much controversy. The Uni-
versity of Michigan describes in its
bulletin No. 280 the precautions for

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Red Melba; Wealthy, all sizes,
3/16 to 11/16-in. cal.

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BIRCH (*Betula laciniata*), all sizes,
2 to 10 ft.

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Deciduous Shrubs, Roses

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AZALEAS — CAMELLIAS — HOLLIES

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KENTUCKY BLUEGRASS SEED

21 lbs., \$35.00 per 100 lbs.

24 lbs., \$39.00 per 100 lbs.

All types of lawn mix from \$40.00 and

up per 100 lbs.

For quantity, inquire. All orders C.O.D.

AFTON SEED CO., Afton Iowa

Harvester and Processor of Pure

Kentucky Bluegrass Seed

firemen in directing streams of water on or near overhead electric lines. It is stated that under proper conditions of distance and size of water stream electric current can be carried down the stream into an irrigation system.

Common sense, along with good practice, dictates that one should keep as much distance as possible between overhead wires and sprinkler heads or streams of irrigation water. In some instances, 3-phase current drives the electric motor operating a pump, and in such cases electrical protective equipment should have fused protection on all three phases.

The area around the pump should be well drained, to prevent water from accumulating. Grease and oil should be promptly wiped up, and the concrete surface should be restored by scattering small quantities of sand over the greasy spot. Care must be taken to keep the sand out of the irrigation equipment. Pump houses should be locked, and all exposed switch boxes installed where they are out of the reach of children. In addition, boxes should be kept locked. Discharge pipes should be kept covered when they are not in use.

STRAWBERRY VARIETY

The new strawberry variety Jerseybelle, tested at the New Jersey agricultural experiment station, New Brunswick, was the seventh named variety since the strawberry breeding program began at the station in 1928.

Jerseybelle originated from crosses made in 1947 by F. A. Gilbert, now with the Wisconsin agricultural experiment station, Madison. The parentage includes the varieties Fairfax, Lupton, Aberdeen and Pathfinder: N. J. 953 (N. J. 72 x Fairfax) x N. J. 925 (Pathfinder x Fairfax). The N. J. 72 is Lupton x Aberdeen. Jerseybelle is a large and vigorous plant. It produces fewer runner plants than Sparkle and Redcrop, but sufficient to make a full-matted row.

The fruit is large, bright and shiny. The calyx is large and double on first berries and remains green throughout the harvest. The fruit has rather prominent seeds. The flesh is slightly white streaked and dark red when fully ripe. The desert quality is good, and it has been satisfactory as a frozen berry in tests. Jerseybelle is a firm berry, a good shipper and a good holding variety. It ripens later than Sparkle and should be considered a late mid-season variety.

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	Each
15 to 18 ins.....	\$1.20
18 to 24 ins.....	1.40
24 to 30 ins.....	1.90

TRUCK OR CAR LOAD LOTS—Many other items.

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You will always find our stock right and our price right.

Slatton Nursery Co.

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MICHIGAN-GROWN PEACH TREES

Halehaven—Elberta—Redhaven
Golden Jubilee—Fairhaven—Valiant

	Each
¾ -in. cal. and up.....	\$0.60
1 1/16-in. cal. ....	.45
2 1/16-in. cal. ....	.40
3 1/16-in. cal. ....	.30
4 1/16-in. cal. ....	.18

These peach trees are second to none; they are straight, tall and have a heavy root system. Samples on request, or better still, come out to our nursery and see our fine block of peach trees.

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Citrus, Holly, Fruit Trees, Grafted Ligustrum and other adapted plants for the Cotton Belt and South.

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Broad-leaved Evergreens and a general line of quality ornamentals.

THE TANKARD NURSERIES
EXMORE, VA.



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S-37
ROOTSTOCK
Does It!**

**This Orchard
FREE
from Nematodes**

Don't let your customers gamble with nematodes. Sell S-37 Rootstock and play safe! S-37 assures maximum protection for the orchardists you deal with by providing positive protection in all types of soil—sandy or heavy clay. Don't sell any peach, almond or nectarine variety until you check first with Stribling's about S-37.

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NURSERIES --- One of California's Leading Nurseries

NEWLY PUBLISHED!

OPERATING A GARDEN CENTER

By JOHN J. PINNEY

25 chapters—125 pages—61 illustrations

\$3.00 per copy

Due to the demand, this popular series of articles which appeared in the American Nurseryman during the past year has been printed in book form. The author has made additions to the original articles and numerous illustrations have been added. Bound in a handsome, green plastic cover and printed on heavy white enamel stock, this book is a necessity for those operating a garden center.

Written by a man who has been engaged all his life in the nursery industry and been a student of it, the book covers every phase of garden center operation. It bears close reading by all those who plan to undertake this venture and will supply valuable ideas to those already operating a garden center.

AMERICAN NURSERYMAN
343 S. Dearborn St., Chicago 4, Ill.

Please send me.....copies of "Operating a Garden Center," by J. J. Pinney at **\$3.00** per copy.

Enclosed is my remittance of \$.....

Name.....

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CALIFORNIA Association of Nurserymen

ELMER J. MERZ, Executive Secretary

INLAND EMPIRE CHAPTER

Installation of officers marked the September meeting of the Inland Empire chapter, California Association of Nurserymen, held at the Victoria Country Club, Riverside. Audry Armstrong, executive vice-president of Armstrong Nurseries, Inc., Ontario, conducted the installation, giving a thumbnail sketch of each officer's background.

Robert Lindquist, Howard Rose Co., Hemet, heads the slate as president. Other officers are vice-president, Jim Hunt, Jim Hunt's Landscape Center, San Bernardino; secretary-treasurer, Floyd Chambers, Kramer Bros. Wholesale Nursery, Upland, and directors, Maurice Peairs, Claremont Nurseries, Claremont; Clark Thomas, Thomas Camellias, San Dimas; W. W. Waters, Waters & Sons Nursery, Ontario, and John A. Armstrong, Jr., Armstrong Nurseries, Inc. The two state directors installed were Waldo Small, Riverside, and Frank Pollock, Matlin's Nursery, Ontario.

Speakers on Merchandising

The speaker of the evening, introduced by Jim Hunt, was Elwood Chapman, of the Chaffey College faculty, who spoke on merchandising. Mr. Chapman stated that a nurseryman should first of all be himself as a merchant, not a carbon copy of other businessmen. He contended that the marks of a successful merchant are a thorough knowledge of his product and the courage to set his own prices accordingly, regardless of the prevailing markup. Items used as leaders must have mass appeal, must be priced properly and must be backed up by an ample stock on hand. Mr. Chapman stressed the importance of maintaining good employer-employee relationships by giving employees a chance to use their own creative talents.

Past President Maury Peairs and Mrs. Peairs received a handsome wooden salad set from the chapter in appreciation of Mr. Peairs' leadership during the past year.

Floyd Chambers, secretary, gave the annual report, showing an increase in membership and activities during the year.

D. C.

This Is No SHOCK to Those Who Know TOPS IN ROSES



By ordering *Tops in Roses* you too can sow the seeds of success this fall and reap a bountiful harvest of profits from your rose sales next spring.

If you've been under the haystack fast asleep, come out and blow your horn for your *Tops in Roses* before they're all gone.

WEEKS WHOLESALE ROSE GROWER

O. L. Weeks
926 W. Ely, Ontario, Calif.

FOUNDATION AIMS

The annual inspection tour of the Saratoga Horticultural Foundation, Saratoga, Calif., was held September 26. The attendance was larger than in any previous year. As usual, the group was conducted through the nursery, and employees of the foundation explained the purposes of the work and gave some insight on the problems which arise and the methods used to meet them. Following these tours the group gathered for a discussion of what had been seen.

Maunsell Van Rensselaer, director of the foundation, gave a history of the organization and introduced Ray Hartman, of the Leonard Coates Nursery, San Jose, founder and sponsor of the foundation. Mr. Hartman explained that during the 50 years he has been in the nursery business he has found the biggest problem always has been to get trees that were from pure lines and would develop as one expected. He said he started the foundation as a non-

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EVERGREENS
SHADE AND FLOWERING TREES
FRUIT TREE SEEDLINGS
FRUIT TREES
DECIDUOUS SHRUBS
VINES AND BULBS
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Apple, Pear, Maple and
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ROSES - Field Grown

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Finest in roses since 1935.
Write for new list and prices. Contracts
and advance orders solicited.

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RHODODENDRON AND EVERGREEN LINERS

In Season

J. B. WHALLEY

Rt. 2, Box 683 TROUTDALE, ORE.

profit organization to produce pure lines of trees that would not vary as seedlings do. By having what amounted to a pedigree, the tree so produced would better fit a given location. He said that the advance in the production of desirable strains of street trees had gone far beyond his expectations.

Director Van Rensselaer gave a talk in which he demonstrated the point that Mr. Hartman had made.

Magnolia Variations

The director told of seven Magnolia grandiflora trees growing in the bay area. All are about the same age, and yet each is different from the others. Each type has a specific use in the general scheme of things, but it is necessary for the nurseryman or the landscape architect to know which clone to recommend.

Then one must be sure the tree planted will grow as specified. This can be done by selecting the parent and grafting or budding from the tree that fits the bill. The speaker showed three parent magnolia trees that have been selected. One is about 40 feet high and has a spread of about 60 feet. Another is about 45 feet high and columnar in habit. The third is about 18 feet high and as broad as it is tall. The grafted plants from these trees all seem to show the growth habits of the parents, while seeds from those same trees produced plants which were unlike. This, he said, is typical of the results obtained with many of the trees, natives and introductions.

Visitors Praise Work

Two representatives from the editorial staff of Sunset magazine were called on for remarks. Mrs. Elsa Knoll said she was amazed at the progress being made on the grounds and wished the foundation continuing successes. Walter Doty, director of editorial research, made some suggestions for the faster and wider dissemination of the products of the foundation.

Toichi Domoto, Domoto Nurseries, Hayward, president of the California State Horticultural Society, added his good wishes, and George Hood, president of the California Association of Arborists, reported that Arbor day in California is always April 7.

Roger Sohner, president of the western section of the National Shade Tree Conference, reported that he has seen similar projects in other parts of the country, but that none, in his opinion, measures up to the Saratoga foundation. Lee Har-

Look for *Steele's* NEW ORIGINATORS' PACK



Steele's 1957 Mastodon Seed will be sold only in the Originators' Pack. Any seed not in the Originators' Pack is not genuine Steele's.

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FRUIT TREE SEEDLINGS
FLOWERING ORNAMENTAL TREES
SHADE TREES

Constant Vigilance Results
in Quality Stock

Combination carloads to eastern
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Lilies

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—FINEST QUALITY—
AZALEAS—HOLLIES
RHODODENDRONS—ROSES

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Publish your price list in the
AMERICAN NURSERYMAN
to reach the trade promptly.

HOW TO GET MORE PROFIT FROM TREE ROSES

Clarke's Tree Roses bring more because they give more—strong roots, sturdy 36-inch trunks, 4-bud balanced heads. Try them!

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Snowbird
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Our Finest Crop
of bush and climbing roses will be ready in December. Order now! Color-illustrated catalog on request.

No. 1 Grade Patents: 250 or more, \$2.30; 100 or more, \$2.40; less than 100, \$2.50.

Nonpatents: 25c less. *A.A.R.S.: 25c more. Four colors on one tree: Same as No. 1 grade patents. Two colors on one tree: 10c less.

W. B. CLARKE & CO.

Box 343, SAN JOSE 3, CALIF.

NURSERYMEN AND BREEDERS OF WOODY FLOWERING PLANTS

ris, superintendent of the Oakland park department, suggested that the foundation brand its produce so that it would be impossible for anyone to offer trees not produced there as having been produced by the foundation.

Nurserymen were told that on October 3 there would be a shade tree conference at the foundation grounds.

W. B. B.

EVANS & REEVES TO MOVE

Evans & Reeves Nursery, after 21 years of operation at Brentwood, Calif., will move to a new location in the west Los Angeles area about the end of the year, it was announced recently in a local newspaper. William Evans and Gunter Herman, partners in the nursery, said that J. W. Reeves, owner of the 4½-acre nursery site, plans to develop the property by constructing apartment buildings. Mr. Reeves was an original partner in the nursery. His interest was later acquired by Mr.

Write for List Today
H & S Personality Roses
Bred for American Gardens
HOWARD & SMITH, INC.
Montebello, Calif.

Herman, according to the newspaper article. In preparation for the move, Mr. Herman stated, the nursery is disposing of about 90 per cent of its stock.

CALIFORNIA SMOG CONTROL

Smog control began in the Los Angeles basin and in the San Francisco bay area on October 1. In a way, it is the beginning of an era, for smog is a word that was unknown a few years ago and yet today is the cause of inconvenience to thousands of people in the two regions and a cause of millions of dollars' worth of damage to growers' plants. It is especially costly to the horticulturists, for the value of their crops is high and the plants are grown nearer

TREE PEONIES

It is time to place your order for the coming season.

LAKE SAMMAMISH EVERGREEN NURSERY

6127 Highway 99, S. — Everett, Wash.

the sources of smog than are most of the field crops.

The main steps taken at this time include the elimination of fires at the public dumps. This increases the costs of disposal, which now either must be done by costly incinerators or by the fill-and-cover system. As a rule, the latter is being used. Near the coast, land is being made by dumping refuse into shallow water near the shore and covering it either with mud sucked up from the floor of the bay or ocean or by removing hills

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Rt. 1, Box 114B, PORTLAND 9, ORE.

**Pioneering Seedling Growers on
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**Specializing in Fruit Tree Seedlings
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Our 80th Year

MILTON - FREEWATER, ORE.

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Trees and Shrubs. Fruit Trees,
Fruit Tree Seedlings and Angers
Quince Rooted Cuttings.

Licensed Growers of:

Moraine Locust (Pat. No. 836)
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Our combination carlots for east-
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ORDER FROM RICH!

Flowering Crab Apples, many
varieties

Flowering Cherries

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grades

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PORTLAND 19, OREGON

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GENERAL NURSERY STOCK**

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Top-quality, field-grown patented and
standard roses.
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Rt. 2, Box 889 ROSEBURG, ORE.

ROSES OLD and NEW

Fine-quality, two-year plants,
budded on Multiflora, in over
250 varieties.



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Rt. 2, Box 96
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and using the soil as cover. The land reclaimed by the removal of the hills is quickly subdivided, either for residence or for industrial uses. So while the fill-and-cover procedure in itself is costly, the increased tax revenue from the new land produced in these land-hungry areas is of great importance.

Inland, where large bodies of water are not available, the local authorities are frequently setting aside eroded areas, and filling them with refuse. Soil is then trucked in to cover. So here again the new procedures are of lasting benefit to the community, even though somewhat more costly than the open fire methods now in use.

There are exceptions to the prohibition of open fire burning. Homeowners may burn trash under certain controlled conditions. Agriculturists who are destroying diseased or insect-infected prunings may burn them after obtaining permission from the agricultural commissioner. Pasture improvement practices which require burning may be followed under certain conditions, and anyone may have a barbecue or a fire in the fireplace without permission. It is reported that plans are already drawn for tightening the regulations on fires and other smog-causing practices. It is said by technical advisers that smog control is possible with but little readjustment of the current methods of living if the rules which are laid down are followed by all. W. B. B.

CALIFORNIA NOTES

The Saratoga Horticultural Foundation held two meetings at its Saratoga headquarters. September 26 the annual meeting of the board of councilors was held and reports were heard from the members of the staff. Leading nurserymen and horticulturists from the state were invited to attend this meeting, reported in detail on another page of this issue. October 3 there was a symposium on street trees, an important subject in a state whose population is growing rapidly and where there are increasing numbers of new streets needing trees. The kind of trees best suited for these locations has not been clearly defined, and in the past two or three years entirely new thinking has been developed on the subject. Eugene S. Fox, city forester, Oakland, acted as moderator, and in addition there was a panel of experts to discuss various phases of the subject.

The Diamond Walnut Growers,

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the state's largest walnut coopera-
tive, is now distributing \$4,300,000
to its members as final payment on
the 1956 crop. The 1957 harvest is
beginning in the southern parts of
the state.

The nursery inspectors in the bay
area heard a talk at the office of the
Santa Clara commissioner of agri-
culture September 19. Dr. Harold
Madison, entomology department,
University of California at Berkeley,
told of the new pesticides that are
available or under test by the uni-
versity research workers. He re-
ported that one of the most promis-
ing of all is the recently-released
Tedion, which is a safe miticide.

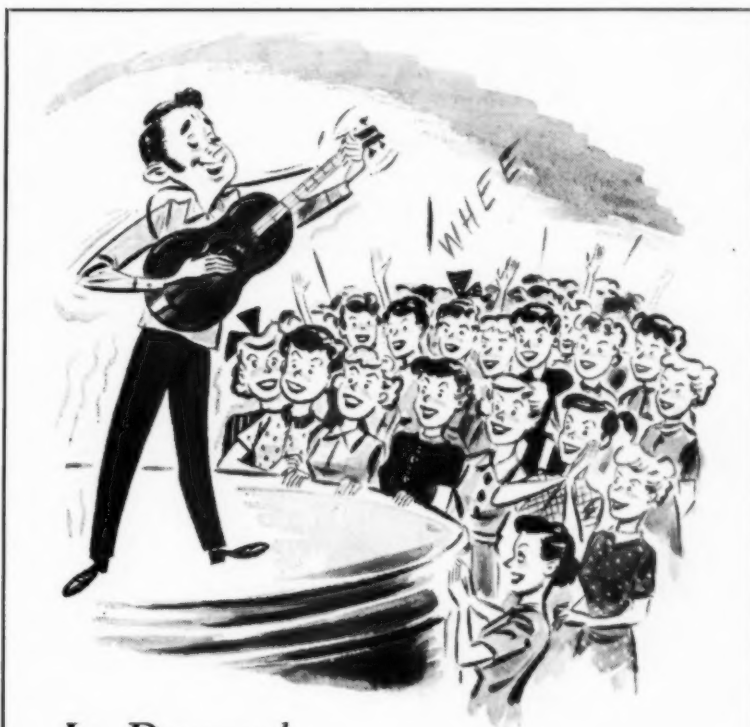
Staff Replacements

Max Leonard, San Mateo county
commissioner of agriculture, reports
two acquisitions to his staff to re-
place two members who had re-
signed. Kermit Winn left to join the
John Davis Agricultural Pest Con-
trol organization, and James Har-
rison took a position as nursery
inspector in Butte county. Their
replacements are Ronald Mickelsen,
of Redwood City, who had been em-
ployed at the Andy Podesta Nursery
at east Palo Alto since graduation
from California Polytechnic Insti-
tute, San Luis Obispo, and Floyd
Sampson, who has been a fieldman
for a San Jose cannery since his
graduation from Brigham Young
University, at Utah. Both will have
the rating of nursery inspector.

While Leslie Mayne, San Mateo
arborist, is hospitalized for a general
checkup, the office is being cared for
by William Knebbs, agricultural
spray foreman for the organization.

Mr. and Mrs. Fred Furuichi an-
nounce the birth, September 4, of a
son, weighing six pounds two ounces.
Mr. Furuichi is one of the four
brothers operating the Los Altos
Nursery, a retail ornamental nursery
at Los Altos.

Karl J. Bessler, Santa Clara
county planning commissioner, re-
cently addressed the convention of
soil conservationists at Asilomar and
reported half of California's best
farming land will soon be overrun
by housing and industrial develop-
ments unless action is taken. He
suggested the federal government
take title to the best land and rent
or lease it for agricultural uses only;
that either the state or federal gov-
ernments acquire prime lands, by ne-
gotiation or condemnation, for de-
velopment; that the soil bank pro-
gram be developed, or that special
tax subsidies be granted to agricul-
tural lands. W. B. B.



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DID YOU KNOW?

That by using the column of water within itself
a tree pulls tons of water from the soil to the
leaves.

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WHOLESALE
Wholesale list available—trade only.
(It contains complete descriptions.) CORBETT, ORE.

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Wholesale Propagators of
Evergreen Liners
Write for latest price list.
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Our 1957 catalog offers the most com-
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Hardy Cyclamen a specialty.
Copy on request.
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LAKE GROVE, ORE.

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Instructions for the November 15 issue must be received by Friday, October 25.

Forms for December 1 issue will close Friday, November 15.

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CASH AND CARRY ONLY, NO DELIVERY.
OVER \$0.000
SIZES RANGING FROM 4 ins. to 8 ft.
(Not all sizes in all varieties.)
Lath house and field-grown.
Quality, priced right.
(Prices available on request.)

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TWENTY GRAND
KURUME, 4 to 6 ins., 40c; 6 to 8 ins., 80c;
8 to 10 ins., \$1.00; 10 to 12 ins., \$1.25.
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Our plants are field-grown in our heavy soil and have heavy root systems. They are compact plants and have excellent foliage.
Each
10 to 12 ins., B&B.....\$ 2.00 100 rate \$1.75
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15 to 18 ins., B&B..... 3.25 3.00
18 to 21 ins., B&B..... 4.50 4.00
21 to 24 ins., B&B..... 5.50 5.00
24 to 28 ins., B&B..... 8.00 7.50
28 to 32 ins., B&B..... 10.00
32 to 36 ins., B&B..... 12.50
3 to 3 1/2 ft., B&B..... 15.00
Also sizes up to 5 ft. Special rate on larger quantities.

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We have a stock of over 200,000 hardy Azaleas, from 6-in. to 3 ft. Try our Northern, outdoor-grown Azaleas and see the difference in hardiness. More compact and heavier root systems. We can supply the following varieties:
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Write for prices. All B&B.
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Middle Island, L. I., N. Y.

AZALEAS
Our plants are grown in the open field, single rows, sheared, compact plants.
100 rate
6 to 8 ins., B&B\$0.75
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12 to 15 ins., B&B 1.40
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Hinodegiri, in quantity; smaller lots of Snow, Coral Bells, sherwood, Indica alba and Glendale in larger sizes. 18 to 24 ins., B&B, \$2.50.
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Quality flat-grown transplants.
Delivery spring 1958.
Amoenia, Benigiri, Coral Bella, Emeraldal, Hexe, Hino-Crimson, Hinodegiri, Leontientje, Palestrina, Snow, Sweetheart Supreme and many other varieties in smaller quantities.
\$12.50 per 100, \$100.00 per 1000.
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Our own introduction. Color beautiful shrimp-pink; an excellent forcing variety.
Flat-grown transplants.
\$25.00 per 100, \$200.00 per 1000.
J. BLAAUW & CO., LINCROFT, N. J.

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HINO-CRIMSON HINODEGIRI
PALESTRINA POUKHANENSIS
MACRANTHA MME. PERICAT
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WRITE FOR COMPLETE LIST.
\$14.00 per 100, \$125.00 per 1000.
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Flat containing 70 plants, \$9.00 per flat. Ask for price on 50 flats or more. ALADDIN, BLAAUW'S PINK, FEDORA, HERBERT, HINO-CRIMSON, KATHLEEN, MARY ANN, OTHELLO, PALESTRINA, ROSEBUD, ZAMPA, HYBRID RHODODENDRONS, ROOTED CUTTINGS WITH LARGE PEAT BALLS, \$60.00 PER 100. ASK FOR LIST. CALL ORDERS ONLY. GERARD K. KLYN, INC., MENTOR, O.
Wholesale Rose Growers and Nurserymen

AZALEA SWEETHEART SUPREME
FIRST-QUALITY STOCK Each, 100 1000
Rooted cuttings\$0.06 \$0.05
Field-grown, pinched and branched, ready for setting:
4 to 8 ins.50 .45
8 to 10 ins.90 .85
12 to 15 ins. 1.45 1.40
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Azaleas in variety and Rhododendron hybrids, small landscape and heavy liners. All good, hardy varieties. Don't miss this opportunity. Must be sold this fall. May be left until early spring. Send for variety and price list, or better yet, come see for yourself. First come, first served.
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Finer Liners, A-1A Neushanic Station, N. J.

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Thousands of beautiful Hino-Crimson and other evergreen Azaleas. Dense, bushy, well-budded, for landscape planting and forcing. Book your order now, to be sure of getting yours, as there never are enough to meet the demand.
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Write for list of varieties, sizes and prices.
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RED-LEAVED BARBERRY
(Atropurpurea) 2-yr. seedlings. Per 100 Per 1000
Lining-out\$4.00 \$40.00
RED-LEAVED BARBERRY
(Atropurpurea) 4-yr. transplants.
Heavy stock. Per 100 Per 1000
9 to 12 ins.\$24.00 \$200.00
12 to 18 ins. 28.00 240.00
18 to 24 ins. 32.00 280.00
2 to 2 1/2 ft. 36.00 320.00

GREEN BARBERRY
(Thunbergi) 4-yr. transplants.
Heavy stock. Per 100 Per 1000
9 to 12 ins.\$20.00 \$160.00
12 to 18 ins. 24.00 200.00
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Our red Barberrry is one of the finest strains in the U. S. A.
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First year new ground.
Blakemore, Klondike, Missionary, Dunlap, \$7.00 per 1000.
Premier, Tenn. Beauty, Tenn. Supreme, Tenn. Shipper, \$9.00 per 1000.
EVERBEARERS
20th Century, \$14.00 per 1000.
Streamliner, \$12.00 per 1000.
Gem and Superfection, \$11.00 per 1000.
Progressive, \$10.00 per 1000.
Substantial discount on large orders.
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Fall delivery.
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25,000 2-yr., No. 1, mostly extra heavy, 5c to 7 1/2c per plant, if you take them all and dig them yourself. Will let go for 20,000. Will furnish tractor and operator free at charge for digging.
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Per 15 Per 100
3-yr., 12 to 18 ins.\$6.00 \$50.00
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Atlantic, Burlington, Jersey, Pemberton, Stanley, Weymouth

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For fall or next spring delivery.
Latest and best varieties, 50 in. all.
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CUMBERLAND RASPBERRIES
\$4.50 per 100, \$40.00 per 1000.
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HOLLAND-GROWN BULBS
DARWIN TULIPS, first size, 11 to 12 cm., 5c each, \$4.00 per 100 on one variety: Jubilee (blue), Wm. Pitt (red), Pride of Haarlem (deep rose), Yellow Giant (yellow), Princess Elizabeth (rose), Wm. Copland (lavender), Queen of Night (blue-black), Bartigon (dark red), Clara Butt (pink).
PARROT TULIPS, 7 1/2c each, \$6.00 per 100: Blue Parrot (blue), Orange Favorite (orange), Sunshine (bright yellow), Red Champion (red), Black Parrot (blue-black).
REMBRANDT TULIPS, 7 1/2c each, \$6.00 per 100: Cordell Hull (variegated white and red).
TULIPA FOSTERIANA, 7 1/2c each, \$6.00 per 100: Red Emperor (large scarlet).
COTTAGE TULIPS, 7 1/2c each, \$6.00 per 100: G. W. Leak (crimson and orange), Carrara (white), Marjorie Bowen (yellow edged scarlet).
BREEDER TULIPS, 5c each: Dillenburg (orange-scarlet).
TRIUMPH TULIPS, 5c each: Kansas (white).
CROCUS, blooming size, 7 to 8 cm., 4c each, \$3.00 per 100: King of the Blues, King of the Whites.
MUSCARI (Grape Hyacinth), 2c each.
SCILLA (Camp, mixed), 2 1/2c each.
SNOWDROPS, 4c each.
GIANT YELLOW TRUMPET DAFFODILS, 6 1/2c each, \$6.00 per 100: Golden Harvest, Music Hall, King Alfred, Solario.
DUTCH IRISES, 8 to 9 cm., 5c each: Golden Harvest, White Excelsior, Wedgwood.
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DOMESTIC BULBS
MADONNA LILY, jumbo size, blooms Deco-ration day, 35c each.
REGAL LILIES, 15c each.
BENTON COUNTY NURSERY CO.
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DAFFODILS FOR NATURALIZING
Michigan-grown and inspected.
Double noised and round.
Mixed, 1000, \$45.00; 100, \$6.00.
Cash, please.
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Reasonable prices. Send for price list.
F.O.B. Atlantic ports or Highland, Ind.
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ENGLISH BOXWOOD, 7-YR.-OLD	
8 to 10 ins., B&B	\$1.00
10 to 12 ins., B&B	1.25
12 to 14 ins., B&B	1.50
14 to 16 ins., B&B	1.75
3-yr.-old, in gal. can.	.05

Terms: Net, F.O.B. nursery.

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CHESTNUTS

CHING CHOW

CHINESE CHESTNUT SEED
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Blight resistant.

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COTONEASTERS

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6-in. cans	\$1.00
1 ft. heavy, B&B	3.00
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6-in. cans	1.00
18 to 24 ins., B&B, heavy	2.00
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16-in. cans	1.50
18 to 24 ins., B&B, heavy	2.50
24 to 30 ins., B&B, heavy	4.00

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Middle Island, L. I., N. Y.

Turn your Surplus Stock
into cash
with a Classified Ad in
the American Nurseryman.

DOGWOODS

DOGWOOD (CORNUS FLORIDA)

400 Dogwood, white-flowering,	
3 to 4 ft.	\$2.25
300 Dogwood, white-flowering,	
4 to 5 ft.	2.75
400 Dogwood, white-flowering,	
5 to 6 ft.	3.50
300 Dogwood, white-flowering,	
6 to 7 ft.	5.00
180 Dogwood, white-flowering,	
7 to 8 ft.	6.00

Larger grades quoted on request.

All stock offered is first quality, properly sheared, to be securely B&B and is quoted F.O.B. our nurseries. We can arrange trucking if you wish. Phone 395.
WHERRY'S NURSERIES, St. Marys, W. Va.

CORNUS FLORIDA

Grown from our own seeds. Over 100,000.	
10 to 12 ins.	\$ 50.00 per 1000
12 to 18 ins.	75.00 per 1000
18 to 24 ins., select heavy	100.00 per 1000
24 to 30 ins., select heavy	150.00 per 1000
3 to 4 ft., B&B	1.50 each
4 to 5 ft., B&B	2.50 each
5 to 6 ft., B&B	3.50 each
6 to 7 ft., B&B, heavy	7.50 each
7 to 8 ft., B&B, heavy	10.00 each
8 to 10 ft., B&B, heavy	15.00 each
10 to 12 ft., B&B	20.00 each

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5000 3 to 5 ft.

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10,000 3 to 18 ft.

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WHITE FLOWERING DOGWOOD

5 to 6 ft., row-run, YOU DIG ... \$1.50 each
WE DIG, B&B ... 2.00 each
HOLLY HILL FARM NURSERY
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POTTED AND FIELD LINERS

Per 100 Per 1000

Taxus media Adams		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	\$18.00	\$170.00
2-yr., 2 1/4-in. r. pots,		
8 to 12 ins.	24.00	220.00
3-yr., TT, 8 to 12 ins.	35.00	325.00
Taxus media andersoni		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	18.00	170.00
Taxus media brownii		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	20.00	180.00
2-yr., 2 1/4-in. r. pots,		
6 to 10 ins.	25.00	230.00
3-yr., TT, 6 to 12 ins.	35.00	325.00
4-yr., TT, 8 to 12 ins.	50.00	450.00
Taxus cuspidata		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	18.00	170.00
2-yr., 2 1/4-in. r. pots,		
6 to 12 ins.	24.00	220.00
3-yr., TT, 6 to 10 ins.	35.00	325.00
Taxus cuspidata, semi-up		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	20.00	180.00
2-yr., 2 1/4-in. r. pots,		
6 to 12 ins.	25.00	230.00
3-yr., TT, 6 to 12 ins.	35.00	325.00
Taxus cusp. capitata, adig-grown		
3-yr., 2 1/4-in. r. pots,		
3 to 6 ins.	22.50	200.00
3-yr., 2 1/4-in. r. pots,		
4 to 8 ins.	27.50	250.00
3-yr., 2 1/4-in. r. pots,		
8 to 12 ins.	30.00	275.00
4-yr., TT, 8 to 12 ins.	50.00	450.00
Taxus media Hallaron		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	25.00	180.00
3-yr., TT, 6 to 12 ins.	35.00	325.00
Taxus media hatfieldi		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	18.00	170.00
Taxus media hatfieldi No. 15		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	20.00	180.00
2-yr., 2 1/4-in. r. pots,		
6 to 12 ins.	25.00	230.00
3-yr., TT, 6 to 12 ins.	35.00	325.00
4-yr., TT, 8 to 12 ins.	50.00	450.00
Taxus media hatfieldi No. 24		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	20.00	180.00
Taxus media hickii		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	18.00	170.00
2-yr., 2 1/4-in. r. pots,		
6 to 12 ins.	24.00	220.00
3-yr., TT, 6 to 12 ins.	35.00	325.00
Taxus media kelsey		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	18.00	170.00
2-yr., 2 1/4-in. r. pots,		
6 to 12 ins.	24.00	220.00
3-yr., TT, 6 to 12 ins.	35.00	325.00
Taxus media wardi		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	22.50	200.00
2-yr., 2 1/4-in. r. pots,		
4 to 8 ins.	27.50	250.00
3-yr., TT, 6 to 10 ins.	40.00	350.00
Taxus media welleleyana		
4-yr., TT, 8 to 15 ins.	50.00	450.00
Juniperus horizontalis plumosa		
(Andorra compacta)		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	20.00	180.00
2-yr., TT, 6 to 12 ins.	30.00	250.00
Juniperus communis depressa aurea		
2-yr., TT, 6 to 12 ins.	30.00	275.00
Juniperus glauca hetzi		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	20.00	180.00
2-yr., 2 1/4-in. r. pots,		
6 to 10 ins.	24.00	220.00
3-yr., TT, 8 to 12 ins.	30.00	275.00
Juniperus fastigiata (Irish)		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	20.00	180.00
2-yr., TT, 6 to 12 ins.	30.00	250.00
3-yr., TT, 12 to 18 ins.	50.00	450.00
Juniperus chin. pfitzeriana		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	22.50	200.00
2-yr., 2 1/4-in. r. pots,		
6 to 10 ins.	26.00	240.00
3-yr., TT, 6 to 12 ins.	30.00	275.00
3-yr., TT, 8 to 12 ins.	40.00	350.00
Juniperus chin. pfitzeriana glauca		
(Blue)		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	27.50	250.00

(Continued in next column)

(Continued from previous column)

2-yr., TT, 8 to 12 ins.	35.00	
Juniperus communis aescula (Swedish)		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	20.00	
Thujia occ. douglasii aurea		
2-yr., TT, 6 to 12 ins.	30.00	
3-yr., TT, 12 to 18 ins.	37.50	
Thujia occ. elegantissima		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	20.00	180.00
2-yr., TT, 6 to 12 ins.	30.00	
3-yr., TT, 12 to 18 ins.	37.50	350.00
Thujia occ. ellwangeriana (Tom Thumb)		
3-yr., TT, 8 to 12 ins.	37.50	350.00
Thujia occ. globosa		
2-yr., TT, 6 to 8 ins.	30.00	275.00
3-yr., TT, 8 to 12 ins.	37.50	
Thujia occ. Hetz's Winter Green		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	20.00	180.00
Thujia occ. pyramidalis		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	18.00	170.00
3-yr., TT, 8 to 12 ins.	37.50	350.00
Thujia occ. wareana (Siberian)		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	18.00	170.00
2-yr., TT, 6 to 8 ins.	30.00	275.00
3-yr., TT, 6 to 12 ins.	37.50	350.00
Thujia occ. woodwardii		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	18.00	170.00
2-yr., TT, 6 to 8 ins.	30.00	275.00
3-yr., TT, 8 to 12 ins.	40.00	350.00
Thujia occ. woodwardii		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	18.00	170.00
2-yr., TT, 6 to 8 ins.	30.00	275.00
3-yr., TT, 8 to 12 ins.	40.00	350.00
Thujia occ. woodwardii		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	18.00	170.00
2-yr., TT, 6 to 8 ins.	30.00	275.00
3-yr., TT, 8 to 12 ins.	40.00	350.00
Thujia occ. woodwardii		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	18.00	170.00
2-yr., TT, 6 to 8 ins.	30.00	275.00
3-yr., TT, 8 to 12 ins.	40.00	350.00
Thujia occ. woodwardii		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	18.00	170.00
2-yr., TT, 6 to 8 ins.	30.00	275.00
3-yr., TT, 8 to 12 ins.	40.00	350.00
Thujia occ. woodwardii		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	18.00	170.00
2-yr., TT, 6 to 8 ins.	30.00	275.00
3-yr., TT, 8 to 12 ins.	40.00	350.00
Thujia occ. woodwardii		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	18.00	170.00
2-yr., TT, 6 to 8 ins.	30.00	275.00
3-yr., TT, 8 to 12 ins.	40.00	350.00
Thujia occ. woodwardii		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	18.00	170.00
2-yr., TT, 6 to 8 ins.	30.00	275.00
3-yr., TT, 8 to 12 ins.	40.00	350.00
Thujia occ. woodwardii		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	18.00	170.00
2-yr., TT, 6 to 8 ins.	30.00	275.00
3-yr., TT, 8 to 12 ins.	40.00	350.00
Thujia occ. woodwardii		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	18.00	170.00
2-yr., TT, 6 to 8 ins.	30.00	275.00
3-yr., TT, 8 to 12 ins.	40.00	350.00
Thujia occ. woodwardii		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	18.00	170.00
2-yr., TT, 6 to 8 ins.	30.00	275.00
3-yr., TT, 8 to 12 ins.	40.00	350.00
Thujia occ. woodwardii		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	18.00	170.00
2-yr., TT, 6 to 8 ins.	30.00	275.00
3-yr., TT, 8 to 12 ins.	40.00	350.00
Thujia occ. woodwardii		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	18.00	170.00
2-yr., TT, 6 to 8 ins.	30.00	275.00
3-yr., TT, 8 to 12 ins.	40.00	350.00
Thujia occ. woodwardii		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	18.00	170.00
2-yr., TT, 6 to 8 ins.	30.00	275.00
3-yr., TT, 8 to 12 ins.	40.00	350.00
Thujia occ. woodwardii		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	18.00	170.00
2-yr., TT, 6 to 8 ins.	30.00	275.00
3-yr., TT, 8 to 12 ins.	40.00	350.00
Thujia occ. woodwardii		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	18.00	170.00
2-yr., TT, 6 to 8 ins.	30.00	275.00
3-yr., TT, 8 to 12 ins.	40.00	350.00
Thujia occ. woodwardii		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	18.00	170.00
2-yr., TT, 6 to 8 ins.	30.00	275.00
3-yr., TT, 8 to 12 ins.	40.00	350.00
Thujia occ. woodwardii		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	18.00	170.00
2-yr., TT, 6 to 8 ins.	30.00	275.00
3-yr., TT, 8 to 12 ins.	40.00	350.00
Thujia occ. woodwardii		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	18.00	170.00
2-yr., TT, 6 to 8 ins.	30.00	275.00
3-yr., TT, 8 to 12 ins.	40.00	350.00
Thujia occ. woodwardii		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	18.00	170.00
2-yr., TT, 6 to 8 ins.	30.00	275.00
3-yr., TT, 8 to 12 ins.	40.00	350.00
Thujia occ. woodwardii		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	18.00	170.00
2-yr., TT, 6 to 8 ins.	30.00	275.00
3-yr., TT, 8 to 12 ins.	40.00	350.00
Thujia occ. woodwardii		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	18.00	170.00
2-yr., TT, 6 to 8 ins.	30.00	275.00
3-yr., TT, 8 to 12 ins.	40.00	350.00
Thujia occ. woodwardii		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	18.00	170.00
2-yr., TT, 6 to 8 ins.	30.00	275.00
3-yr., TT, 8 to 12 ins.	40.00	350.00
Thujia occ. woodwardii		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	18.00	170.00
2-yr., TT, 6 to 8 ins.	30.00	275.00
3-yr., TT, 8 to 12 ins.	40.00	350.00
Thujia occ. woodwardii		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	18.00	170.00
2-yr., TT, 6 to 8 ins.	30.00	275.00
3-yr., TT, 8 to 12 ins.	40.00	350.00
Thujia occ. woodwardii		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	18.00	170.00
2-yr., TT, 6 to 8 ins.	30.00	275.00
3-yr., TT, 8 to 12 ins.	40.00	350.00
Thujia occ. woodwardii		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	18.00	170.00
2-yr., TT, 6 to 8 ins.	30.00	275.00
3-yr., TT, 8 to 12 ins.	40.00	350.00
Thujia occ. woodwardii		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	18.00	170.00
2-yr., TT, 6 to 8 ins.	30.00	275.00
3-yr., TT, 8 to 12 ins.	40.00	350.00
Thujia occ. woodwardii		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	18.00	170.00
2-yr., TT, 6 to 8 ins.	30.00	275.00
3-yr., TT, 8 to 12 ins.	40.00	350.00
Thujia occ. woodwardii		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	18.00	170.00
2-yr., TT, 6 to 8 ins.	30.00	275.00
3-yr., TT, 8 to 12 ins.	40.00	350.00
Thujia occ. woodwardii		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	18.00	170.00
2-yr., TT, 6 to 8 ins.	30.00	275.00
3-yr., TT, 8 to 12 ins.	40.00	350.00
Thujia occ. woodwardii		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	18.00	170.00
2-yr., TT, 6 to 8 ins.	30.00	275.00
3-yr., TT, 8 to 12 ins.	40.00	350.00
Thujia occ. woodwardii		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	18.00	170.00
2-yr., TT, 6 to 8 ins.	30.00	275.00
3-yr., TT, 8 to 12 ins.	40.00	350.00
Thujia occ. woodwardii		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	18.00	170.00
2-yr., TT, 6 to 8 ins.	30.00	275.00
3-yr., TT, 8 to 12 ins.	40.00	350.00
Thujia occ. woodwardii		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	18.00	170.00
2-yr., TT, 6 to 8 ins.	30.00	275.00
3-yr., TT, 8 to 12 ins.	40.00	350.00
Thujia occ. woodwardii		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	18.00	170.00
2-yr., TT, 6 to 8 ins.	30.00	275.00
3-yr., TT, 8 to 12 ins.	40.00	350.00
Thujia occ. woodwardii		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	18.00	170.00
2-yr., TT, 6 to 8 ins.	30.00	275.00
3-yr., TT, 8 to 12 ins.	40.00	350.00
Thujia occ. woodwardii		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	18.00	170.00
2-yr., TT, 6 to 8 ins.	30.00	275.00
3-yr., TT, 8 to 12 ins.	40.00	350.00
Thujia occ. woodwardii		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	18.00	170.00
2-yr., TT, 6 to 8 ins.	30.00	275.00
3-yr., TT, 8 to 12 ins.	40.00	350.00
Thujia occ. woodwardii		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	18.00	170.00
2-yr., TT, 6 to 8 ins.	30.00	275.00
3-yr., TT, 8 to 12 ins.	40.00	350.00
Thujia occ. woodwardii		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	18.00	170.00
2-yr., TT, 6 to 8 ins.	30.00	275.00
3-yr., TT, 8 to 12 ins.	40.00	350.00
Thujia occ. woodwardii		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	18.00	170.00
2-yr., TT, 6 to 8 ins.	30.00	275.00
3-yr., TT, 8 to 12 ins.	40.00	350.00
Thujia occ. woodwardii		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	18.00	170.00
2-yr., TT, 6 to 8 ins.	30.00	275.00
3-yr., TT, 8 to 12 ins.	40.00	350.00
Thujia occ. woodwardii		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	18.00	170.00
2-yr., TT, 6 to 8 ins.	30.00	275.00
3-yr., TT, 8 to 12 ins.	40.00	350.00
Thujia occ. woodwardii		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	18.00	170.00
2-yr., TT, 6 to 8 ins.	30.00	275.00
3-yr., TT, 8 to 12 ins.	40.00	350.00
Thujia occ. woodwardii		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	18.00	170.00
2-yr., TT, 6 to 8 ins.	30.00	275.00
3-yr., TT, 8 to 12 ins.	40.00	350.00
Thujia occ. woodwardii		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	18.00	170.00
2-yr., TT, 6 to 8 ins.	30.00	275.00
3-yr., TT, 8 to 12 ins.	40.00	350.00
Thujia occ. woodwardii		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	18.00	170.00
2-yr., TT, 6 to 8 ins.	30.00	275.00
3-yr., TT, 8 to 12 ins.	40.00	350.00
Thujia occ. woodwardii		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	18.00	170.00
2-yr., TT, 6 to 8 ins.	30.00	275.00
3-yr., TT, 8 to 12 ins.	40.00	350.00
Thujia occ. woodwardii		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	18.00	170.00
2-yr., TT, 6 to 8 ins.	30.00	275.00
3-yr., TT, 8 to 12 ins.	40.00	350.00
Thujia occ. woodwardii		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	18.00	170.00
2-yr., TT, 6 to 8 ins.	30.00	275.00
3-yr., TT, 8 to 12 ins.	40.00	350.00
Thujia occ. woodwardii		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	18.00	170.00
2-yr., TT, 6 to 8 ins.	30.00	275.00
3-yr., TT, 8 to 12 ins.	40.00	350.00
Thujia occ. woodwardii		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	18.00	170.00
2-yr., TT, 6 to 8 ins.	30.00	275.00
3-yr., TT, 8 to 12 ins.	40.00	350.00
Thujia occ. woodwardii		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	18.00	170.00
2-yr., TT, 6 to 8 ins.	30.00	275.00
3-yr., TT, 8 to 12 ins.	40.00	350.00
Thujia occ. woodwardii		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	18.00	170.00
2-yr., TT, 6 to 8 ins.	30.00	275.00
3-yr., TT, 8 to 12 ins.	40.00	350.00
Thujia occ. woodwardii		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	18.00	170.00
2-yr., TT, 6 to 8 ins.	30.00	275.00
3-yr., TT, 8 to 12 ins.	40.00	350.00
Thujia occ. woodwardii		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	18.00	170.00
2-yr., TT, 6 to 8 ins.	30.00	275.00
3-yr., TT, 8 to 12 ins.	40.00	350.00
Thujia occ. woodwardii		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	18.00	170.00
2-yr., TT, 6 to 8 ins.	30.00	275.00
3-yr., TT, 8 to 12 ins.	40.00	350.00
Thujia occ. woodwardii		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	18.00	170.00
2-yr., TT, 6 to 8 ins.	30.00	275.00
3-yr., TT, 8 to 12 ins.	40.00	350.00
Thujia occ. woodwardii		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	18.00	170.00
2-yr., TT, 6 to 8 ins.	30.00	275.00
3-yr., TT, 8 to 12 ins.	40.00	350.00
Thujia occ. woodwardii		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	18.00	170.00
2-yr., TT, 6 to 8 ins.	30.00	275.00
3-yr., TT, 8 to 12 ins.	40.00	350.00
Thujia occ. woodwardii		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	18.00	170.00
2-yr., TT, 6 to 8 ins.	30.00	275.00
3-yr., TT, 8 to 12 ins.	40.00	350.00
Thujia occ. woodwardii		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	18.00	170.00
2-yr., TT, 6 to 8 ins.	30.00	275.00
3-yr., TT, 8 to 12 ins.	40.00	350.00
Thujia occ. woodwardii		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	18.00	170.00
2-yr., TT, 6 to 8 ins.	30.00	275.00
3-yr., TT, 8 to 12 ins.	40.00	350.00
Thujia occ. woodwardii		
1-yr., 2 1/4-in. r. pots,		
4 to 6 ins.	18.0	

EVERGREENS, Liners—Continued

EVERGREEN LINERS.		Each.	100	1000
JUNIPERUS HETZI				
JUNIPERUS PFTZERIANA				
2-yr., flats			\$0.30	\$0.22
2-yr., 2 1/4-in. pots			.35	.28
4-yr., XX, 6 to 9 ins., beds			.50	.40
4-yr., XX, 9 to 12 ins., beds			.65	.55
TAXUS CUSPIDATA				
2-yr., flats			.30	.22
2-yr., 2 1/4-in. pots			.35	.28
TAXUS HICKSI				
2-yr., flats			.30	.22
ARBORVITAE, DARK GREEN				
2-yr., 2 1/4-in. pots			.35	.28
4-yr., XX, 9 to 12 ins., beds			.50	.40
4-yr., XX, 12 to 15 ins., beds			.60	.50
ARBORVITAE, PYRAMIDAL				
2-yr., flats			.30	.22
ARBORVITAE, WOODWARD GLOBE				
2-yr., 2 1/4-in. pots			.35	.28
4-yr., XX, 6 to 9 ins., beds			.50	.40
4-yr., XX, 9 to 12 ins., beds			.60	.50

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POT-GROWN STOCK (FROM 2 1/4-IN. POTS)

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From flats, growing outside in lath house.

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Boxwood, Viburnum, Euonymus.

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Heavy rooted cuttings, for immediate shipment.

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Taxus cuspidata (spreaders) \$10.00 \$ 80.00

capitata (leaders) 15.00 130.00

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media browni 11.00 100.00

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media Moon's columnaris 12.00 110.00

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media wymanii 11.00 100.00

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1-yr. seedlings \$ 8.00 \$ 80.00

2-yr. seedlings 10.00 80.00

3-yr. seedlings, transpl. 15.00 130.00

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Each, 100 1000

Berkmann's Biota aurea nana, 8 7 1/2 c

6 to 8 ins. 12c 11c

8 to 10 ins. 16c 15c

10 to 12 ins., tr. 22c 20c

Biota excelsa, 8 to 10 ins. 18c 9c

Ilex burfordi, 6 to 8 ins. 7c 6c

rotundifolia, rooted cuttings 6c 4c

Juniperus hetzi, 10 to 12 ins., tr. 19c 18c

Juniperus stricta, 6 to 8 ins. 11c 10c

10 to 12 ins., tr. 22c 20c

Crape Myrtle, watermelon-red, 6 to 8 ins. 8c 7c

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James W. Lawson, Mgr. Phone Canal 6-4245.

POTTED PLANTS, 2 1/4-IN.

Juniperus pfitzeriana 13c

Nandinas 9c

Ilex rotundifolia 10c

Pyracantha graberi 10c

Juniperus pfitzeriana, 4 to 6 ins. 6c

Ilex burfordi, 4 to 6 ins. 3 1/2 c

J. G. TSCHINKEL

115 N. Plymouth Huntville, Ala.

SCOTCH PINE

700, 12 to 18 ins., TT, 75c each.

WRITE FOR COMPLETE PRICE LIST.

RICHARDSON NURSERIES

53947 Fir Rd., R. 1 Granger, Ind.

Phone Blackburn 8-1010.

ANDORRA JUNIPER LINERS

Per 100 Per 1000

Field-grown, 8 to 12, T.....\$17.00 \$165.00

We have only a few thousand to offer this fall.

WHERRY'S NURSERIES, St. Marys, W. Va.

EVERGREENS, B&B

HEMLOCK IN WHOLESALE QUANTITIES
Sheared; heavy foliage; all specimen quality. 1 1/2 to 4 ft. Mountain Laurel, nursery-grown; Blue Spruce (selected), up to 6 ft. Miscellaneous items of landscaping size.

HIGHLAND GARDENS, R. 3, Franklin, Pa.

5 miles north of Franklin, off Route 417.

TAXUS

Cuspidata, hicksii, intermedia.
All sizes from heavy liners to 18 to 24-in. finished specimen.

Woodwardi, 12 to 18 ins.	\$1.75
15 to 18 ins.	2.00
Pyramid, 2 to 3 ft.	2.50
3 to 4 ft.	3.00
Siberian, 2 ft.	2.50
3 ft.	3.00

JAPANESE HOLLY

Rotundifolia

12 to 15 ins., 2-gal. can \$1.75

12 to 15 ins., B&B 1.75

15 to 18 ins., B&B 2.50

10 to 12 ins., B&B \$1.75

12 to 15 ins., B&B 2.00

EUONYMUS ALATUS COMPACTUS

(Compact Winged Burning Bush)

18 to 24 ins., B&B \$1.50

2 to 3 ft., B&B 2.50

3 to 4 ft., B&B 3.00

DUGAN NURSERIES, INC.

Center St. Perry, O.

Just off Route US 20, east of Painesville.

PLUPERFECT SPECIMENS

BERBERIS JULIANAE, V.P.I. Selection, 12

ins. up to 21 ins., heavy.

ILEX CORNUTA BURFORDI, 2 and 2 1/2 ft.,

heavy.

ILEX ROTUNDIFOLIA, 12, 15 and 18 ins.,

heavy.

PINUS STROBUS, 4 and 5 ft., heavy.

TSUGA CANADENSIS, 2, 2 1/2, 3 and 3 1/2 ft.,

heavy.

No hyphenated grades in Evergreens.

OTHER EVERGREENS, SHADE TREES

AND FLOWERING TREES, WRITE OR

VISIT US.

HAYNESFIELD NURSERIES

U. S. 421 Bristol, Tenn.-Va.

EVERGREENS, B&B

1900 Juniperus hetzi glauca, B&B

15 to 24 ins. \$2.50

600 Juniperus hetzi glauca, B&B

2 to 3 ft. 2.95

320 Juniperus hetzi glauca, B&B

2 1/2 to 3 ft. 3.50

All stock offered is first quality, properly

sheared, to be securely B&B and is quoted

F.O.B. our nurseries. We can arrange truck-

ing if you wish. Phone 356.

WHERRY'S NURSERIES, St. Marys, W. Va.

OVERSTOCKED

PFITZER'S JUNIPER, MUGHO PINE,

MAHONIA, PYRAMIDAL ARBORVITAE,

CHINESE JUNIPER, VIBURNUMS, CAR-

LEST AND BURKWOODI; RED BAR-

BERRY, CREEPING JUNIPER, JAPANESE

MAPLE.

BILLY WEST

Route 49 Brookville, O.

SHEARED PFITZER JUNIPER, B&B

Hetz, 24 to 30 ins. \$2.25

Silver, 18 to 24 ins. 2.25

Green, 18 to 24 ins. 2.00

Cash. F.O.B. nursery. Phone KE 3-4566.

TARRAN NURSERY, IRVING, ILL.

FINISHED EVERGREENS

Each

Green Pfitzer, 4 to 5 ft. \$7.00

Green Pfitzer, 5 to 6 ft. 8.00

Blue Pfitzer, 4 to 5 ft. 7.50

TERMS: Cash with order.

THE KURTZ NURSERIES

7448 Blackberry Rd. University City 24, Mo.

JUNIPERS, PFITZER AND HETZ

Field-grown and sheared.

12 to 15 ins. 50c; 15 to 18 ins. 75c; 18

to 24 ins. \$1.00. You dig them. Row-run,

\$60.00 per 100.

A. J. BUTTERFIELD, FARMINGTON, MO.

FINISHED LANDSCAPE STOCK

Colorado and Black Hills Spruce, Mugho,

White and Red Pine, Green and Mountain

Ash, Cotoneasters.

PEQUOT NURSERIES, Brainerd, Minn.

Evergreens, B&B: Arborvitae, Junipers

and Pines, some large sizes. See our Shade

Tree ad under Shrubs and Trees.

Nagle's Nursery, Decatur, Mich.

EVERGREENS, Miscellaneous

BLACK PINE

1-yr. seedlings \$ 50.00 per 1000

2-yr. seedlings 100.00 per 1000

3-yr. transplants 250.00 per 1000

4-yr. transplants 500.00 per 1000

5-yr. transplants 1000.00 per 1000

3 ft., B&B \$ 5.00 each

4 ft., B&B 7.50 each

5 ft., B&B 10.00 each

We also have Scotch and Austrian Pine in

larger sizes.

BAIER LUSTGARTEN NURSERIES

Middle Island, L. I. N. Y.

Taxus, Ilex, broad-leaved Evergreens, etc.,

in variety. Write for our latest list of liners

and finished stock.

Del-Mar-Va Nurseries, Box 3, Lincoln, Del.

FALL 1957—SPRING 1958

2-YR. PLANT BAND LINERS, 2 1/4-IN.

Per 25 Per 100

Taxus cuspidata, 8 to 10 ins. \$0.37 \$0.11

Taxus hicksii, 8 to 10 ins. .37 .31

Taxus capitata, 8 to 12 ins. .42 .40

Arbor, woodwardi, 8 to 12 ins. .32 .30

Sold in multiples of 25 per variety.

250 of any one variety or assorted varieties

at 250 rate. Free boxing.

B&B FINISHED STOCK

Each

Taxus cuspidata (heavy), 15 to 18 ins. \$5.50

Taxus cuspidata (heavy), 18 to 24 ins. 4.25

Taxus densaformis, 13 to 15 ins. 4.00

Arbor, gr. nigra, 24 to 30 ins. 2.50

Arbor, gr. nigra, 30 to 36 ins. 3.00

Euonymus yedonensis, br., 3 to 4 ft. .30

B&B stock to pick up by truck.

DRAKE'S NURSERIES

G-4342 Branch Rd. Flint 6, Mich.

EVERGREENS

See our display ad October 1.

Large assortment varieties and sizes.

WAYNESBORO NURSERIES

Waynesboro, Va.

FRUIT AND NUT TREES

DWARF APPLE TREES

5000 E. Malling IX, true dwarf and E.

Malling VII, semi-dwarf. Good varieties.

1-yr. whips and 2-yr. branched.

ANDREW KLOSTERMAN

4672 S. Hametown Rd. Barborton, O.

PEACHES

Large assortment sizes and varieties.

Ask for complete wholesale price list.

WAYNESBORO NURSERIES

Waynesboro, Va.

GARDEN ROOTS

CANADA RED RHUBARB

(Chipman's strain.)

MacDonald Red and Victoria

OCTOBER 15, 1957

87

SNYDER'S PERENNIAL SPECIALTIES

Please refer to October 1 issue.

IBERIS (hardy Evergreen Candytuft)
Purity, 1-yr. transplanted, bed-grown... \$ 7.00
Purity, 3-yr., transplanted, bed-grown... 10.00
Snowflake, 1-yr., transplanted, bed-gr... 7.00
Snowflake, rooted cut., started last fall 5.00

PHLOX SUBULATA

Bushy, well-developed, over 1-yr. bed-grown plants started summer 1956.
Atropurpurea, carmine-red... \$ 8.00
Atropurpurea, 1-yr., Oct. started... 5.00
Admiral, pink, deeper green foliage... 8.00
Crimson Beauty, lively color... 8.00
Dixie Brilliant, largest red... 12.00
Elaine, rich deep rose-pink... 8.00
Elaine, 1-yr., Oct. started... 5.00
Emerald Cushion Blue, best of "blues"... 8.00
Favorite, silvery pink, large red eye... 8.00
Sampson, dwf., pink, resembles "Vivid"... 12.00
Surprise, fine new salmon-rose... 8.00
Surprise, 1-yr., Oct. started... 5.00
White Delight, best and largest white... 8.00
White Delight, 1-yr., Oct. started... 5.00
Wild Rose, wild rose pink... 8.00
Wild Rose, 1-yr., Oct. started... 5.00

RUDBECKIA WHITE LUSTRE HYBRIDS
A new strain of white Rudbeckias. Strikingly attractive from the first ray-like white petals to the gleaming old bronze cone as the flower matures.
True white cuttings, 2 summers in beds... \$10.00
95 per cent true white, April started... 7.00
Cash with order, please.

See our Hardy Plant ad of over a column of items in October 1 issue.
E. J. SNYDER, WEST MILTON, O.

HARDY FIELD-GROWN PERENNIALS

Aquilegia, various colors; Aralia, Aubretia, Campanula, Carnations, Chives, Delphinium Pacific Hybrid, 10 separate colors; Dianthus, Digitalis, Gaillardia, Geum, Iberis Sempervirens, English Lavender, Liatris, Lythrum, Russell Lupines, Myosotis, Oriental Poppies, Pyrethrum (Daisies), Shasta Daisy, Easter Reed, Sedum, 10 varieties; Sweet Williams, Tymes, Tritomas, Trollius, Violas and Violets.

If you have not received our list, send for it now. 100 more good varieties.
All plants fresh dug for each order.

Shipping now.
GEORGE FRANK & SON
Penfield, N. Y.

Japanese Iris (kaempferi), assorted colors; labeled: large blooming size divisions, \$20.00 per 100. Stokesia plants, azure-blue; large size, \$10.00 per 100. Day Lilies, yellow, red, canary, bronze, red and white striped, \$20.00 per 100. Philippine Lily bulbs, blooming size, \$15.00 per 100. Ginger Lilies, large bulbs, \$25.00 per 100.

V. W. Wilson, R. 3, Box 184, Savannah, Ga.

HARDY FERNS (DORMANT ROOTS)
\$18.00 per 100, \$75.00 per 1000.
Ostrich, Clayton, Lady, Sensitive and Maidenhair. Descriptive circular on request.
STRAND NURSERY CO.
Taylors Falls, Minn.

America's best source for Hardy Plants is
THE WAYSIDE GARDENS
Mentor, Ohio
Write for Trade List.

LIRIOPE (OPHIOPOGONS)

The hardy Evergreen for walks and borders. Strong divisions, \$20.00 per 1000.
MOUNTVILLE NURSERIES, Mountville, Ga.

DICENTRA SPECTABILIS

3 to 5-eye divisions... \$35.00 per 100
5 eyes up... 45.00 per 100

FINNERTY'S NURSERY, Rensselaer, N. Y.

SPECIALISTS IN HARDY PERENNIALS
Ask for wholesale offer.
PEARCE SEED CO., Moorestown, N. J.
WELLER BETTER PERENNIALS
WELLER NURSERIES CO., Holland, Mich.
Write for trade list.

HELLEBORUS

HELLEBORUS NIGER

(Christmas Rose)
3-yr. transplants, blooming size.
Suitable to pot up for sales on roadside stands and garden centers.
\$50.00 per 100, \$450.00 per 1000.
C. HOOGENDOORN
Turner Rd. Newport, R. I.

Turn Stock into Dollars
by Listing It in the Classified Ads
of the American Nurseryman.

HEMEROCALLIS

HEMEROCALLIS (DAY LILIES)

August Pioneer, Bagdad, Dawn, Ophir, Mikado, Rajah, Theron, \$1.50 per 10, \$12.00 per 100. Linda, Sweetbriar, Festival, Caballero, \$2.50 per 10, \$20.00 per 100. Send for list.
HURLEY NURSERY, PAINESVILLE, O.

HEMEROCALLIS

Standard field divisions.

	Each	10	100
Wabash	\$0.40	\$4.00	\$40.00
Sirius	.25	2.50	25.00
Kwanan R. pl.	.35	3.50	35.00
Lena Hoover	.30	3.00	30.00
D. D. Wyman	.25	2.50	25.00
Leonian Hybrid No. 117	.50	5.00	50.00
Bicolor	.75	7.50	75.00
George Yeld	.35	3.50	35.00
Serenade	.55	5.50	55.00
Modesto	.65	6.50	65.00

Cash with order. No order less than \$10.00.
THE ORTONVILLE NURSERIES
Leslie M. Broughton, Prop.
10448 Washburn Rd. Ortonville, Mich.

HOLLY

ILEX

Strong, healthy 2 1/2-in. pot-grown, in sterilized soil. Well established. Satisfaction guaranteed.

	Per 100
Ilex cornuta burfordi	\$12.50
Ilex cornuta femina (3-in. pots)	20.00
Ilex crenata helleri	17.50
Ilex crenata rotundifolia	15.00
Ilex opaca East Palatka	20.00
Ilex opaca femina	20.00
Ilex opaca fosteri	20.00
Ilex vomitoria nana (dwarf Yaupon)	20.00

COTTAGE HILL NURSERY
4000 Japonica Lane Mobile, Ala.

ILEX CRENATA

1600 super quality plants grown in good fertile soil, 3-ft. rows.
12 to 15 ins., B&B... \$2.00
15 to 18 ins., B&B... 2.50
18 to 24 ins., B&B... 3.25
150 Ilex opaca Cardinal, 15 to 18 ins., B&B, \$2.00.

BROOKFIELD GARDENS
U. S. Rt. 46 Delaware, N. J.

HOLLY

AMERICAN ENGLISH JAPANESE
Our advice, don't buy any Holly until you have checked our catalog or have seen our stock which is the finest and largest we've ever had. Cuttings, transplants, pots, containers, B&B. Special money-saving quotations on quantities. Descriptive catalog on request.

JOHN VERMEULEN & SON, INC.
Finer Liners, A-1B Neshaic Station, N. J.

ILEX OPACA

CUTTING WOOD.

20 named varieties. Very hardy.
Also male and female, unnamed.
**WRITE FOR PRICES
AND SHIPPING SCHEDULE.**

HEMLOCK HOLLOW NURSERY
Box 111, R. D. 2 Wexford, Pa.

ILEX BURFORDI

500 extra heavy,
sheared, berried specimens.
3 1/2 to 4 ft., B&B, \$4.75.
Nothing shipped.

COASTAL PLAIN NURSERY
West Nash Rd. Wilson, N. C.
Phone Wilson 5583.

DECIDUOUS HOLLY

Ilex verticillata, 3 to 4 ft.
RED BERRIES on 50 per cent of plants now.
YOU DIG... \$1.00 each
WE DIG, B&B... 1.50 each
HOLLY HILL FARM NURSERY
Ellisdale Road Allentown, N. J.
Phone Clearwater 9-5216.

ILEX OPACA

**SUPERIOR NAMED VARIETIES
WHOLESALE SUPPLIERS
OF LINING-OUT STOCK.**
Write for price list.
HOLLY HAVEN, INC.
Box 75 New Lisbon, N. J.

HONEYSUCKLES

HONEYSUCKLES

Lonicera japonica halliana, extra-heavy No. 1, 3 and 4-yr., 15 to 24-in. field plants, 3, 4 to 6 leads \$40.00 per 100; lighter grade, \$30.00 per 100; sample 100, \$4.00. Experienced labor for grading and packing quantity orders. Immediate shipment. No order too large. Phone: Or 3-4612.
ROBINSON NURSERY CO., Greenville, Ga.

HALL'S HONEYSUCKLE
Good plants, well packed, \$20.00 per 1000.
MOUNTVILLE NURSERIES, Mountville, Ga.

IVIES

BALTIC IVY

Hardest ivy. Fine for wall or ground cover. True stock. Well rooted plants. 8 to 12-in. vines. Per 100 Per 1000
2-in. pots... \$12.50 \$116.00
2 1/2-in. pots, 1-yr... 20.00 190.00
STRATFORD GARDENS
Russell Breece, Mtd. Rt. 9 Delaware, O.

ASSORTED FIELD-GROWN IVIES

For potting into 4-in.
\$45.00 per 100, \$400.00 per 1000.
VOSTERS NURSERIES AND GHSE, INC.
Secane, Pa.
(Suburban Philadelphia)

BALTIC IVY, 3-IN. POTS
Vines 3 ft. long (heavy), \$25.00 per 100.
Cash with order. Packing free.
THE KURTZ NURSERIES
7848 Blackberry Rd. University City 24, Mo.

BALTIC IVY, TRUE STOCK
2 1/2-in. pots, 1-yr.-old.
\$150.00 per 1000.
BAIER LUSTGARTEN NURSERIES
Middle Island, L. I., N. Y.

LAWN GRASS AND SEED

Certified Meyer (Z-52) and Emerald Zoysia. To be sure of highest quality Zoysia in these strains insist on certification by State Crop Improvement Association. Also Zoysia Matrella. Wholesale prices. Any quantity.
Merry Grass Nursery, Dept. C, Box 2176, Spring Hill Sta., Mobile, Ala. Phone Garden 6-1776.

PRODUCERS OF MEYER Z-52 ZOYSIA
Write for special dealers' prices.
MIAMI NURSERY CO.
Corner of State Rts. 55 and 71
Tipp City, O.

LINING-OUT STOCK

LINING-OUT STOCK

Following is a partial list of the many thousands of our high-quality liners. We have the finest liners that can be produced and invite your trial order.

	Per 100
Eriobotrya japonica (Loquat)	
6 to 8 ins.	\$10.00
8 to 12 ins.	12.50
Pajfosa sellowiana (Pineapple Guava)	
8 to 12 ins.	15.00
Gardenia August Beauty	
Gardenia fortunei	
Gardenia Mystery	
8 to 12 ins.	12.50
12 to 18 ins.	15.00
Ilex crenata rotundifolia	
6 to 8 ins.	17.50
8 to 12 ins.	20.00
Ilex glabra	
6 to 8 ins.	10.00
8 to 12 ins.	12.50
Ilex opaca fosteri	
6 to 8 ins.	12.50
8 to 12 ins.	17.50
Juniperus chinensis pfitzeriana	
6 to 8 ins.	15.00
8 to 12 ins.	20.00
Juniperus depressa plumosa (Andorra)	
6 to 8 ins.	15.00
8 to 12 ins.	17.50
Lonicera yunnanensis (low Honeysuckle)	
6 to 8 ins.	15.00
8 to 12 ins.	17.50
Nandina domestica	
6 to 8 ins.	15.00
8 to 12 ins.	17.50
12 to 18 ins.	20.00
Osmanthus fragrans (Sweet Olive)	
6 to 8 ins.	15.00
8 to 12 ins.	17.50
Photinia glabra	
8 to 12 ins.	15.00
12 to 18 ins.	17.50
Pittosporum tobira	
6 to 8 ins.	12.50
8 to 12 ins.	15.00
Retinospora ericoides	
12 to 18 ins.	15.00
Magnolia grandiflora	
6 to 8 ins., transplanted	15.00
8 to 12 ins., transplanted	20.00
Magnolia soulangeana	
12 to 18 ins., 2-yr.	40.00
18 to 24 ins., 2-yr.	45.00
Magnolia stellata, 2-yr., 12 ins. and up.	60.00

We grow the finest container-grown stock in the South and have a much better selection of stock to select from. Write for our wholesale prices of all items.

BLACKWELL NURSERIES

WHOLESALE ONLY

GOOD LINING-OUT STOCK

From open beds and the field.
Pfitzer Juniper, 4 to 6 ins... \$0.06
6 to 10 ins... .12
10 to 14 ins... .18
Ilex rotundifolia, rooted cuttings... .03
Ilex burfordi, rooted cuttings... .03
Nandina seedlings... 1.00
Ligustrum lucidum, rooted cuttings... .02
Euonymus patens, rooted cuttings... .02
6 to 8 ins... .04
Abelia grandiflora, 6 to 12 ins... .04
English Ivy (big-leaved), rooted cuttings... .02
Ivies and Nandinas available November; all others in October.

Lining-out stock is our one specialty.
E. F. DUBOSE NURSERY, Huntsville, Ala.
FLORETUM LINERS, NONE BETTER
Seedlings and transpl. Write for trade list.
PRAIRIE SOUTHWEST FLORETUM
Fall River, Kan.

LINING-OUT STOCK—Continued

EVERGREENS	
Andorra Juniper, 6 to 8 ins.	..\$0.06
bare-root	
Blue Hetz Juniper, 6 to 8 ins.	..06
bare-root	
Burk Juniper (upright), 6 to 10 ins.	..14
bare-root	
Pfitzer Juniper, 6 to 8 ins., bare-root	..08
*Savin Juniper, 6 to 7 ins., bare-root	..06
Von Ehron Juniper, 6 to 10 ins.	..06
bare-root	
Moffet Blue Juniper (creeper),	..10
bare-root, 6 to 10 ins.	
Moffet Green Juniper (creeper),	..10
bare-root, 6 to 10 ins.	
Hill's Dk. Green Am. Arborvitae	..12
(pyrainidal), 6 to 8 ins.	
Rosefield Juniper (upright chinensis),	..20
bare-root, Retail favorite	
Spreading Jap. Yew, 6 to 8-in. bands	..20
DECIDUOUS, Bare-root	
Blue Spruce (Caryopteris),	..04
8 to 12 ins.	
Blue-leaved Arctic Willow,	..06
10 to 12 ins.	
Golden Ninebark (Physocarpus),	..04
4 to 6 ins.	
Foraythia Arnold's Giant, 4 to 6 ins.	..08
Foraythia Lynwood Gold, 6 to 10 ins.	..05
Foraythia Spring Glory, 6 to 10 ins.	..05
*Foraythia nana compacta, 4 to 6 ins.	..05
*Foraythia Beatriz Ferrand, 6 to 8 ins.	..08
Hydrangea A. G., 5 to 8 ins.	..03
*Hypericum kalmianum, 5 to 8 ins.	..05
Honeysuckle, Cardinal, 5 to 8 ins.	..05
sabel, 5 to 8 ins.	
Clay's Dwarf, 4 to 6 ins.	..05
HONEYSUCKLE VINE HECKROTTI,	..05
4 to 6 ins.	
Philadelphus Bouquet Blanc,	..05
4 to 6 ins.	
Privet, Chinese, Wayside Gardens	..04
strain; 6 to 12 ins.	
Regelia, 6 to 10 ins.	..04
Lodense, 4 to 6 ins.	..05
Snowball (Viburnum o. sterile),	..08
4 to 6 ins.	
Spiraea froebeli, 4 to 6 ins.	..04
macrothyra, everblooming, pink,	
4 to 6 ins.	
Weigela Eva Rathke, 4 to 6 ins.	..05
Weigela vaniceki, 4 to 6 ins.	..06
BROADLEAFS	
Euonymus carrierei, 6 to 8 ins.	..04
patens Flagpole, small-leaved,	
6 to 8 ins.	
patens Owen, small-leaved,	..04
6 to 8 ins.	
patens large-leaved, 6 to 10 ins.	..04
patens Newport, medium-leaved,	..04
6 to 8 ins.	
patens Rosehill, medium-leaved,	..04
6 to 8 ins.	
Euonymus coloratus, 10 to 10 ins.	..03 1/2
radicans (upright Sarcocoe),	
5 to 6 ins.	
Purple-leaved (Texas) Honeysuckle	..07
vine, 5 to 6 ins.	
Variegated-leaved Honeysuckle vine	..05
(Gold Net), 5 to 6 ins.	
*Pyracantha islandi, 5 to 6 ins.	..06
*Pyracantha Kasan, 5 to 6 ins.	..08
*Pyracantha pauciflora, 4 to 6 ins.	..08
Starred varieties (*) not ready until	
November 15. Less than 300 total order, add	
2c per plant.	

McNINCH GREENHOUSES
St. Joseph, Mo.

LINING-OUT STOCK

Abelia Edward Goucher, 10 to 12 ins.	..\$0.15
8 to 10 ins.	..12 1/2
Abelia grandiflora, 12 to 15 ins.	..15
10 to 12 ins.	..12 1/2
Arborvitae (Berckmans' Golden),	..15
6 to 8 ins.	
Arborvitae (Globe), 8 to 10 ins.	..15
Buxus harlandi, 6 to 8 ins.	..15
Buxus japonica, 6 to 8 ins.	..15
Buxus sempervirens, 6 to 8 ins.	..15
Buxus suffruticosa, 6 to 8 ins.	..15
Candytuft (Iberis sempervirens,	..15
white), 6 to 8 ins.	
3 to 6 ins.	
Cedrus deodara (2-yr.), 10 to 12 ins.	..15
Cercis canadensis (Redbud), 2 to 3 ft.	..15
18 to 24 ins.	
Cherry Laurel, 12 to 15 ins.	..15
Cleyera japonica, 10 to 12 ins.	..20
8 to 10 ins.	
Cotoneaster francheti, 10 to 12 ins.	..20
8 to 10 ins.	
Cotoneaster horizontalis, 8 to 10 ins.	..20
8 to 8 ins.	
Cotoneaster divaricata, 10 to 12 ins.	..20
8 to 10 ins.	
Crape Myrtle (William Toovey,	..25
red), 15 to 18 ins.	
Crape Myrtle (pink, orchid),	..25
15 to 18 ins.	
12 to 15 ins.	
Cunninghamia glauca, 6 to 8 ins.	..15
Cupressus sempervirens (Italian	..15
Cypress), 6 to 10 ins.	
Gardenia Mystery, 12 to 15 ins.	..15
10 to 12 ins.	
Cryptomeria japonica (2-yr.),	..12 1/2
10 to 12 ins.	
Euonymus japonicus, 8 to 10 ins.	..15
6 to 8 ins.	
Ficus repens (Fig vine), 2 1/2-in. pot	..15

(Continued in next column)

(Continued from previous column)

Foraythias, 12 to 15 ins.	..15
10 to 12 ins.	..12 1/2
Ginkgo biloba, 6 to 8 ins.	..10
Hypericum, 10 to 15 ins.	..15
8 to 10 ins.	..15
Ilex cornuta, 8 to 10 ins.	..15
Ilex cornuta burfordi, 10 to 12 ins.	..20
8 to 10 ins.	..15
Ilex crenata, 8 to 10 ins.	..15
Ilex crenata rotundifolia, 8 to 10 ins.	..15
6 to 8 ins.	..12 1/2
Ilex opaca fosteri, 8 to 10 ins.	..20
Ilex opaca Croenenburg, 8 to 10 ins.	..20
Ilex opaca howardi, 10 to 12 ins.	..20
8 to 10 ins.	..15
Ilex Hume's No. 2, 10 to 12 ins.	..20
8 to 10 ins.	..15
Jasminum floridum, 12 to 15 ins.	..15
10 to 12 ins.	..12 1/2
Jasminum primulinum, 12 to 15 ins.	..15
10 to 12 ins.	..12 1/2
Jasminum nudiflorum, 12 to 15 ins.	..15
10 to 12 ins.	..12 1/2
Juniperus glauca hetzi, 8 to 10 ins.	..15
Juniperus pfitzeriana, 8 to 10 ins.	..15
Juniperus pfitzeriana procumbens,	..15
Juniper (Irish), 8 to 10 ins.	
Koeleruteria paniculata (Golden-rain	..20
tree), 15 to 18 ins.	
12 to 15 ins.	..15
10 to 12 ins.	..10
Loropetalum chinense, 10 to 12 ins.	..20
Ligustrum nepalense, 12 to 15 ins.	..20
10 to 12 ins.	..12 1/2
Lonicera nitida, 8 to 10 ins.	..15
Mahonia bealei, 10 to 12 ins.	..25
8 to 10 ins.	..20
Osmanthus fragrans, 10 to 12 ins.	..15
8 to 10 ins.	..15
Osmanthus fortunei, 10 to 12 ins.	..20
8 to 10 ins.	..15
Osmanthus aquifolium, 8 to 10 ins.	..15
Pothinia serrulata, 10 to 12 ins.	..15
Pinus nigra (Austrian Pine),	..10
4 to 6 ins.	
Pinus mughus (dwarf), 3 to 6 ins.	..10
Pittosporum tobira, 10 to 12 ins.	..15
Pyracantha (red berry, cutting-grown,	..20
good var.), 15 to 18 ins.	
12 to 15 ins.	..15
Retinospora ericoides, 8 to 10 ins.	..15
6 to 8 ins.	..12 1/2
Salix discolor (Pussy Willow),	..15
2 to 3 ft.	
18 to 24 ins.	..10
Sasanqua Camellia Cleopatra,	..20
12 to 15 ins.	
10 to 12 ins.	..17 1/2
8 to 10 ins.	..15
Sophora japonica, 12 to 15 ins.	..10
Spiraea thunbergi, 10 to 12 ins.	..07 1/2
12 to 15 ins.	..10
Viburnum tinus, 10 to 12 ins.	..20
8 to 10 ins.	..15
Cocos australis, Palm, 6 to 8 ins.	..10

TERMS: Cash with order.
SHIPPING NOTICE: Above prices are
F.O.B. Stovall, Ga. Lining-out stock is
shipped bare-root and well-packed. There
are no packing charges. INCLUDE EXTRA
MONEY ON SMALL ORDERS WHICH
CAN GO PARCEL POST. Large orders are
shipped express collect.

ALL NURSERY STOCK IS GROWN
HERE AND IS GOVERNMENT INSPECTED.

CALVIN HARMAN NURSERY
Stovall, Ga.

FIELD-GROWN LINERS

All twice transplanted.	Per 100
Juniperus pfitzeriana, 12 to 15 ins.	XX \$50.00
9 to 12 ins.	XX 40.00
Golden, 9 to 12 ins.	XX 40.00
Thuja woodwardi, 9 to 12 ins.	XX 40.00
elegantissima, 8 to 10 ins.	XX 40.00
Ilex rotundifolia, 9 to 12 ins.	XX 45.00
convexa, 8 to 10 ins.	XX 35.00

TAXUS, 3 TIMES TRANSPLANTED
Taxus cuspidata, 9 to 12 ins. XXX 60.00

European White Birch (seedlings)	16.00
2 to 3 ft.	
3 to 4 ft.	30.00
4 to 5 ft.	45.00
5 to 6 ft.	70.00

Cash with order extra free packing.
DAMASCUS NURSERIES
Damascus, O.

LINING-OUT STOCK

1-YEAR BEDDED STOCK Per 100	
Ilex aquifolium, male	..\$25.00
Ilex aquifolium, female	..25.00
Pyracantha rufanana	..15.00
2-YR. BEDDED STOCK	
Azalea Knaphill hybrids, s.	..20.00
Azalea mollis hybrids, s.	..20.00
Ilex rotundifolia	..20.00
3-YR. BEDDED STOCK	
Azalea Knaphill hybrids, s.	..35.00
Azalea mollis hybrids, s.	..35.00
Azalea ponticum hybrids, s.	..35.00
Viburnum lantana, tr. br.	..15.00
Tree Peonies, 2-yr. seedlings	..40.00
Tree Peonies, 3-yr. seedlings	..50.00

MAHLSTEDE BROS.
5323-5351 Wilson Mills Rd.
Cleveland 24, O.

LINING-OUT STOCK

Can be shipped fall or spring 1957-1958.
25 plants or more of a variety take 100 rate.
250 plants or more of a variety take the
1000 rate.

Lining-out stock for fall or spring delivery,
1957-1958.

Buxus welleri, 2-yr. beds, 6 ins.	..\$30.40
Buxus handsawth, 2-yr. beds,	..40
4 ins.	..35
Thuja occ. nigra, 3-yr. beds,	..40
4 ins.	..35
Thuja occ. nigra, 3-yr. beds, 8 ins.	..30
Thuja occ. woodwardi, 2-yr. beds,	..30
8 ins.	..35
Thuja occ. pyramidalis, 2-yr.	..30
beds, 8 ins.	..35
Thuja occ. elegantissima, 3-yr.	..40
beds, 14 ins.	..35
Thuja occ. elegantissima, 2-yr.	..30
beds, 6 ins.	..35
Taxus browni, 2 1/2-in. pots,	..30
1-yr., 6 ins.	..35
Taxus hickii, 2 1/2-in. pots, 10 ins.	..30
Taxus hickii, 2 1/2-in. pots, 1-yr.	..30
6 ins.	..35
Taxus cuspidata, 2 1/2-in. pots,	..30
1-yr., 6 ins.	..35
Taxus intermedia, 2 1/2-in. pots,	..30
1-yr., 6 ins.	..35
Taxus capitata, cutting-grown	..30
pots, 1-yr., 8 ins.	..35
Aralia pentaphylla, 1-yr.	..09
12 ins., rooted cuttings	..07
Berberis mentorensis, 1-yr.	..12
10 ins., rooted cuttings	..10
Cotoneaster divaricata, 1-yr.	..14
10 ins., rooted cuttings	..12
Cotoneaster apiculata, 1-yr.	..14
8 ins., rooted cuttings	..12
Cotoneaster adpressa, 1-yr.	..14
8 ins., rooted cuttings	..12
Caryopteris incana, Blue Mist,	..10
1-yr., 10 ins., rooted cuttings	..08
Deutzia gracilis, 1-yr., 12 ins.	..10
rooted cuttings	..08
Deutzia lemoinei, 1-yr.	..10
12 ins., rooted cuttings	..08
Deutzia rosea, 1-yr.	..12
12 ins., rooted cuttings	..10
Cydonia japonica rubra, 1-yr.	..12
10 ins., rooted cuttings	..10
Clethra alnifolia, 1-yr.	..12
6 ins., rooted cuttings	..10
Euonymus alatus, 1-yr.	..10
10 ins., rooted cuttings	..08
Euonymus alatus compactus,	..14
1-yr., 8 ins., rooted cuttings	..12
Euonymus coloratus, 1-yr.	..12
10 ins., rooted cuttings	..10
Euonymus erectus, 1-yr.	..12
10 ins., rooted cuttings	..10
Hypericum Hildeotte, 1-yr.	..12
10 ins., rooted cuttings	..10
Potentilla Katherine Dykes,	..12
1-yr., 8 ins., rooted cuttings	..10
Potentilla Gold Drop, 1-yr.	..12
10 ins., rooted cuttings	..10
Ribes alpinum, 1-yr.	..12
8 ins., rooted cuttings	..10
Spiraea japonica coccinea,	..12
1-yr., 12 ins., rooted cuttings	..10
Viburnum opulus nanum,	..14
1-yr., 6 ins., rooted cuttings	..12
Viburnum lantanaphyllum,	..18
1-yr., 10 ins., rooted cuttings	..14
Viburnum lentago, 1-yr.	..14
12 ins., rooted cuttings	..12
Viburnum dilatatum, 1-yr.	..14
12 ins., rooted cuttings	..12
Viburnum dentatum, 1-yr.	..12
12 ins., rooted cuttings	..10
Viburnum americanum, 1-yr.	..12
10 ins., rooted cuttings	..10
Viburnum setigerum, 1-yr.	..16
12 ins., rooted cuttings	..14
Viburnum sterile, 1-yr.	..12
10 ins., rooted cuttings	..10
Weigela, variegated leaf,	..12
1-yr., 12 ins., rooted cuttings	..10

408 Main St. CHAMPION NURSERIES Perry, O.

LINING-OUT STOCK

Strong, healthy 2 1/2-in. pot-grown, in sterilized soil. Well established. Satisfaction guaranteed.

Buxus harlandi	Per 100 \$15.00
Buxus japonica	15.00
Callistemon lanceolatus (3-in. pots)	17.50
Callistemon rigidus	15.00
Cleyera japonica	15.00
Ilex (see our ad under Holly this issue)	
Juniperus chin. glauca hetzi	15.00
Juniperus chin. pfitzeriana	20.00
Ligustrum lucidum comp.	15.00
Magnolia fucata (3-in. pots)	15.00
Osmanthus delavayi	15.00
Osmanthus fortunei	15.00
Osmanthus fragrans	15.00
Pittosporum tobira	15.00

4000 Japonica Lane COTFACE HILL NURSERY Mobile, Ala.

FINER LINERS

Our biggest and best stock of liners since 1921 is offered in our new fall and spring descriptive catalog. Finest quality at regular prices means more profits for you whom we strive to please. A free copy will be mailed upon request. Come see us if you can.
JOHN VERMEULEN & SON, INC.
Finer Liners, A-1F Neshanic Station, N. J.

GOLDEN GOOSE LINERS

For immediate delivery or for reservation. All quotations are for beautiful lining-out stock from 2 1/2-in. pots, grown in open beds, under field conditions and ready for field planting.

	Per 100
Hex cornuta burfordi, 8 to 10 ins.	\$12.00
Hex cornuta burfordi, 4 to 6 ins.	10.00
Hex cornuta femina, 8 to 10 ins.	12.00
Hex opaca femina (American Holly), 8 to 10 ins.	25.00
Hex opaca femina, 4 to 6 ins.	20.00
Hex opaca howardi, 8 to 10 ins.	16.00
Hex opaca East Palatka, 8 to 10 ins.	15.00
Hex crenata rotundifolia, 8 to 10 ins.	12.00
Hex crenata rotundifolia, 4 to 6 ins.	10.00
Hex crenata bullata, 6 to 8 ins.	12.00
Hex crenata microphylla, 6 to 8 ins.	12.00
Hex aquifolium fem. (English Holly), 4 to 6 ins.	15.00
Eunymus radicans, 6 to 8 ins.	8.00
Berberis julianae, 6 to 8 ins.	15.00
Aucuba japonica, 4 to 6 ins.	15.00
Buxus harlandi, 4 to 6 ins.	10.00
Cherry Laurel, 6 to 8 ins.	10.00
Ligustrum lucidum compactum (Griffing's Black Wax), 8 to 10 ins.	12.00

Our Hollies are grown from either cuttings or grafts, from well-berried specimens, insuring berries for you.

This stock guaranteed 100 per cent satisfactory or return for full refund.

TERMS: Packing without cost. 25 per cent with order, balance C.O.D. Minimum 10 of a kind, please.

EVERGREEN NURSERIES

Poplar Pike
Germantown, Tenn.

LINING-OUT STOCK

HEAVY LINERS FROM FIELD BEDS

	Per 100
Taxus cuspidata, 4-yr., 12 to 15 ins.	\$65.00
Taxus cuspidata, 3-yr., 10 to 12 ins.	55.00
Taxus capitata, 3-yr., 10 to 12 ins.	55.00
Taxus hickoi, 3-yr., 10 to 12 ins.	50.00
Taxus hickoi, 2-yr., 8 to 10 ins.	40.00
Taxus ovata, 3-yr., 10 to 12 ins.	50.00
Eunymus vegetus, 3-yr., branched	50.00
Eunymus vegetus, 2-yr., branched	35.00
Eunymus patens, 3-yr., 12 to 15 ins.	40.00
Eunymus patens, 2-yr., 10 to 12 ins.	30.00
Ribes alpinum, 3-yr., 12 to 15 ins.	30.00
Ribes alpinum, 2-yr., 10 to 12 ins.	20.00
Rhodotypos kerrioides, 2-yr., 12 to 15 ins.	20.00

STROHL'S NURSERY

5294 St. Joe Rd. Fort Wayne, Ind.

WELL-ESTABLISHED POTTED LINERS

2 1/2-in., ready now for fall planting.

	100	1000
Pfitzer Juniper	\$22.50	\$200.00
Juniperus fastigiata	22.50	200.00
Globe Arborvitae	20.00	175.00
Pyramidal Arborvitae	20.00	175.00
Eunymus patens, large-leaved	15.00	135.00
Eunymus patens, small-leaved	15.00	135.00
Eunymus acutus	15.00	135.00
Hex rotundifolia	20.00	175.00
Hex casaline	20.00	175.00
Pyracantha yunnanensis	22.50	200.00
Weeping Hedge, large-leaved	15.00	135.00
Abelia grandiflora	15.00	135.00

TRITSCHELER'S GREENHOUSES

4425 W. Lawn Dr. Nashville 9, Tenn.

LINING-OUT STOCK

	100	1000
Juniperus chinensis Blue Vase (Pfitzer sport), 6 ins., 2 1/2-in. pots	\$22.50	\$200.00
Hardy wherever Pfitzer Juniper grows		
Juniperus chinensis Sylvatica, 2-yr., 12 to 15 ins., 2 1/2-in. pots	25.00	225.00
Juniperus chinensis fortunei, 2-yr., 12 to 15 ins., 2 1/2-in. pots	25.00	225.00
Thuja orientalis Blue Spire, 8 to 10 ins., 2 1/2-in. pots	20.00	175.00

(These are heavy pot-grown liners ready for outside planting.)

BRADSHAW'S NURSERY, League City, Tex.

ROOTED CUTTINGS

Pfitzer Juniper, 5c each.

Abelias, 4c each.

The following 2 1/2-in. potted plants, 10c each: Pfitzer Juniper, Boxwood, large leaved Pyracantha, Pyracantha lalandi, watermelon-red Cape Myrtle, Burford Holly and Magnolias. Also Eunymus, 40c each. To be picked up by truck. Check with order.

CARDEN'S NURSERY & CUT FLOWERS

6201 North St. Fort Smith, Ark.

LINERS

Juniperus tamaricifolia	18c
Blue Pfitzer Juniper	18c
Green Pfitzer Juniper	18c
Juniperus hetzi glauca	18c
Chamaecyparis elwoodii	18c
Variiegated Holly	40c

Ready now. Out of pots. Cash.

KRUSCHKE GREENHOUSES

Clackamas, Ore.

LINING-OUT STOCK

Blots, Hex, Juniper, Taxus, Thuja. Retinopora and Broad-leaved, rooted cuttings and transplants. List upon request.

MIST-O-GATION, INC., Middletown, Del.

TAXUS HICKSI

2 1/2-in. pots, open beds.

Heavy liners.

	Per 100	Per 1000
2 1/2-in. pots, 2-yr.	\$20.00	\$25.00
2 1/2-in. pots, 3-yr.	35.00	30.00

100 at 100 rate; 500 at 1000 rate.

MT. PLEASANT NURSERY

6061 Cincinnati-Hamilton Rd. Hamilton, O.

LINING-OUT STOCK

Berckmans' aurea nana	Baker's
Woodward Globe	Pfitzer

4 to 6 ins. Per 100 Per 1000

6 to 8 ins. \$ 5.00 \$ 75.00

12.00 110.00

FLOWERWOOD NURSERY

P. O. Box 185 Cairo, Ga.

Phone 2-4021 or write.

Quick - Convenient - Cheap!

Selling through the Classified Ads of the American Nurseryman.

MAPLES

NORWAY MAPLE

Straight trunks. Fine heads. Very fibrous roots.

	10-40	50-250
6 to 8 ft.	\$ 3.00	\$2.50
8 to 10 ft., 1 to 1 1/2-in.	4.40	2.50
9 to 11 ft., 1 1/2 to 1 3/4-in.	6.00	6.00
10 to 12 ft., 1 3/4 to 1 1/2-in.	8.50	7.00
11 to 13 ft., 1 1/2 to 2-in.	11.00	9.00

PRINCETON NURSERIES

Princeton, N. J.

COLLECTED ACER

RUBRUM AND SACCHARINUM

from whips to 4-in. caliper.

CURTIS NURSERIES, INC.

Callicoon, N. Y.

Start Your Offer Now

in the American Nurseryman

And Watch Sales Climb

PACHYSANDRAS

PACHYSANDRAS

1-year-old, large frame-grown plants.

Satisfaction guaranteed.

Large quantity.

\$5.00 per 100, \$43.00 per 1000.

\$40.00 per 5000.

BRUNDAGE & GUTHRIE

123 Franklin St. Tarrytown, N. Y.

PACHYSANDRAS

1-yr. plants Per 100 Per 1000

2-yr. field-grown heavy 4.50 \$40.00

2 1/2-in. pot-grown 7.00 60.00

10.50 95.00

HANSEN BROS. NURSERIES, INC.

1268 Montgomery Ave. Narberth, Pa.

Pachysandras, strong plants, grown in soil

frames with light shade. First-class stock.

\$45.00 per 1000; \$42.50 per 1000 for 5000 or

more, including good packing.

Peekskill Nursery, Shrub Oak, N. Y.

PACHYSANDRAS

Strong rooted cuttings, \$4.25 per 100, \$40.00

per 1000.

DUNWOODIE NURSERIES

6 Smart Ave. Yonkers, N. Y.

PACHYSANDRAS

Out of 2-in. pots, \$12.00 per 100, \$100.00

per 1000. P.O.E. Elizabeth, N. J.

DELAWARE VALLEY NURSERY

948 N. Broad St. Elizabeth, N. J.

PACHYSANDRA TERMINALIS

1-yr., field-grown, \$65.00 per 1000.

Rooted cuttings, \$4.25 per 100.

HILLCREST GREENHOUSES

Box 468 Franklin, Pa.

Surplus Stock

can be easily and quickly turned into

Cash

by listing it in the

American Nurseryman Classified Ads

PEONIES

2-YR., FIELD-GROWN PEONIES

Whole clumps, not divided; 6 eyes and up.

\$75.00 per 100, \$700.00 per 1000; divisions,

3 to 5 eyes, \$40.00 per 100, \$350.00 per 1000,

following varieties:

Adolph Rousseau, Albert Crousse, Baroness

Schroeder, Duch. de Nemours, Edulis Su-

perba, Felix Crousse, Festiva Maxima, Gen.

McMahon, Karl Rosenfeld, Lady Alex. Duff,

Marie Lemoine, Mons. Jules Elie, Reine Hor-

tense, Sarah Bernhardt.

VERKADE'S NURSERIES, Wayne, N. J.

GRAFTED TREE PEONIES

WHITE, CRIMSON, ROSE-RED, SCAR-

LET, PINK, PURPLE, MAGENTA, LILAC-

ROSE. 2-yr., \$15.00 per 10. You may have

a YELLOW TREE PEONY for \$3.00 with

each order. Separately, \$4.25 each. Also

FERN-LEAVED PEONIES, double red,

\$18.50 per 10; double pink, \$3.70 each; single

red, \$13.50 per 10.

ATHA GARDENS, WEST LIBERTY, O.

TREE AND HERBACEOUS PEONIES

ATHA GARDENS, WEST LIBERTY, O.

PEONIES

Strong 3 to 5-eye divisions from young plants. Delivering now. Packing free for cash with order, otherwise at cost. 5 of a variety at 10 rate; 25 of a variety at the 100 rate.

Baroness Schroeder, flesh-pink	\$3.50	\$30.00
Canari, sulphur-white	4.00	35.00
Duchesse de Nemours, ivory-wh.	4.00	35.00
Duchesse d'Orleans, soft pink	2.00	25.00
Duke of Wellington, pure white	2.50	25.00
Edulis Superba, deep pink	3.00	25.00
Felix Crousse, ruby-red	4.00	35.00
Festiva Maxima, white	5.00	40.00
Fontenelle, large deep ruby-red	4.00	...
Francois Orgeat, crimson	2.50	25.00
Karl Rosenfeld, dark crimson	4.50	40.00
Lillian Wild, flesh to white	4.00	35.00
Marie Jacquin, semi-double white	5.00	40.00
Mme. de Verneville, white	4.00	30.00
Moderate Guerin, deep carmine-pink	5.00	40.00
Mons. Jules Elie, pink	4.00	35.00
Myrtle Gentry, beautiful light pink	6.00	40.00
Officialis Rubra, early red	7.00	60.00
Osark Beauty, late deep pink	4.00	30.00
Queen Emma, silvery pink	2.50	25.00
Queen Victoria, white	2.50	20.00
Sarah Bernhardt, light pink	4.00	35.00
Venus, hydrangea-pink	4.00	35.00
Mixed Peonies, grown mixed	2.50	20.00
Pink Peonies, not named	2.00	25.00
White Peonies, not named	2.00	25.00
Red Peonies, not named	2.00	25.00

JAPANESE PEONIES

10

Battle Flag, deep glowing red \$4.00

Fire Chief, red Anemone center 4.00

Mikado, crimson-red 6.00

Noon, midseason, rose-pink 6.00

Red Emperor, large bright red 6.00

Red Star, brilliant vermillion red 5.00

Shaylor's Sunburst, large white with yellow tipped carpels 8.00

We grow many additional varieties of Peonies. Send us a list of your additional requirements for quotation. Iris and Day Lily list on request.

Phone 43 Sarcxie, Mo.

SARCXIE NURSERIES PEONY FIELDS

Wild Bros. Nursery Co.

PHLOX

PHLOX SUBULATA

(CREEPING PHLOX)

An excellent choice of varieties.

Freshly dug, prompt shipment prepaid by us.

Pure white, alba

Deep orchid-rose, Astro

Wine-red, atropurpurea

Attractive medium blue, Blue Hills

Lilac bluish, showy purple eye, Butterfly

Brilliant cyclamen-red, Crimson Beauty

Bright pink with red eye, Sensation.

Transplants, \$5.50 per 100, \$50.00 per 1000.

Liners, \$5.00 per 100, \$45.00 per 1000.

250 or more of one variety at 1000 rate.

All transportation charges prepaid by us.

Careful packing and each variety labeled.

Cash, please.

TANGLEWOOD FARM

P. O. Box 336-N Phone 1060 Clinton, S. C.

PHLOX SUBULATA (CREEPING PHLOX)

Clean, healthy, large undivided clumps.

White, pink, lilac, pink with red eye, wine-

red, \$12.00 per 100.

All large landscaping-size field clumps.

Shipped fresh dug.

Cash with order or C.O.D. express collect.

SCHULTZ PERENNIAL GARDENS

Box 234 Mercer, Wis.

PHLOX SUBULATA

CREEPING PHLOX also known as MOSS

PHLOX or THRIFT.)

PIERIS—Continued

PIERIS

SEEDLINGS AND TRANSPLANTS

Plats of 600 to 700 seedlings ready to transplant, \$20.00. Flats of 65 to 70 transplants, 1-yr., \$9.00; 5 up, \$8.50; 25 up, \$8.00; 50 up, \$7.50; 3-yr., TT, 9 to 12 ins., heavy, \$55.00 per 100.

JOHN VERMEULEN & SON, INC.
Finer Liners, A-1D Neshaic Station, N. J.

PRIVET

1-YR. AMUR RIVER PRIVET

Per 1000
3 to 18 ins., 2 or more canes \$35.00
3 to 18 ins., 1 cane 25.00
Row-run, no peewees, mostly branched, 30.00
Packing at cost. If check accompanies order, packed free.

PAUL'S NURSERY, R. 3, SHELBY, O.

Amur River North Privet, well branched specimens, Per 100 Per 1000
18 to 24 ins. \$3.00 \$25.00
2 to 3 ft. 4.00 30.00
3 to 4 ft. 5.00 40.00
Greenville Nurseries, Mrs. R. L. Robinson, Prop., Greenville, Ga.

PYRACANTHAS

PYRACANTHA LALANDI

6-in. cans, 18 ins. \$1.00
9-in. pots, 2 to 3 ft. \$2.00 to 3.00
5-gal. cans, 2 to 3 ft. 5.00

BAIER LUSTGARTEN NURSERIES
Middle Island, L. I., N. Y.

RHODODENDRONS

RHODODENDRONS

Lining-out stock for spring, 1958, delivery.
Hybrids, hardy varieties, 2-yr. grafts.
Reestablished plants, with ball.

America, red
Caractacus, purplish crimson
Catawbiense Bourault, purple
Catawbiense album, white
Catawbiense grandiflorum, lilac
Dr. H. C. Dresselhuys, crimson
Edward S. Rand, red
English roseum, rose
Everestianum, rosy lilac
F. D. Godman, magenta-red
Ignatius Sargent, rosy crimson
Lee's Dark Purple, deep purple
Nova Zembla, red
Roseum elegans, rose tinted-lilac
Vanderbrocke, crimson
Vanweerden Poelman crimson
Order now and make sure of the varieties wanted.

\$130.00 per 100, \$600.00 per 500,
\$1100.00 per 1000.
J. BLAAUW & CO., LINCROFT, N. J.

RHODODENDRONS

SEEDLINGS AND TRANSPLANTS.
Plats of 400 to 500 seedlings ready to transplant, \$20.00: ATROSANGUINEUM, CAROLINIANUM, CHAS. BAGLEY, CHAS. DICKENS, ENG. ROSEUM, FORTUNEI (fragrant), IG. SARGENT, GEN. GRANT, KET-TLEDIUM.
CATAWBIENSE HYBRIDS, ALL RED PARENTS, 2-yr. seedlings, 3 to 6 ins., flats of 55 to 60, \$13.75; 5 up, \$12.50.

SURPLUS SALE, small landscape and heavy liner grades. Send for special money saving prices list.

JOHN VERMEULEN & SON, INC.
Finer Liners, A-1E Neshaic Station, N. J.

HYBRID RHODODENDRONS

Well-budded, field-grown plants in open sun.
Varieties, America, red; roseum elegans, rose-pink.

Each 10 rate 100 rate
15 to 18 ins., B&B \$ 5.00 \$45.00
18 to 24 ins., B&B 7.00 65.00
2 to 2 1/2 ft., B&B 8.50 80.00
2 1/2 to 3 ft., B&B 11.00 ...

SPRINGFIELD NURSERY
Established 1923
492 Mountain Ave. Springfield, N. J.

100,000 hybrid Rhododendrons. We grow 95 per cent red, 250 varieties, own roots; rooted cuttings from sand, \$65.00 per 100, \$550.00 per 1000.

2-yr. liners, heavy, B&B. No rooting, to plant in open field; no shade, no protection, 6 to 12 ins., up to 12 branches; bed-run, red, white, \$275.00 per 100; pink, lavender, \$195.00 per 100.

Landscape aize, send for price list. No shipping.
DANEK Nursery, Deer Park Ave., R. 4, Box 152, Huntington, N. Y.

RHODODENDRON MAXIMUM

Nursery-grown and collected, 2 to 7 ft. high. Well-shaped, symmetrical plants.
CURTIS NURSERIES, INC.
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GRAFTED, NORTHERN-GROWN, HARDY, HYBRID RHODODENDRONS
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Rhododendron Dexter (fortune), hybrid seedlings from the finest collection in the country. Hardy north of Boston. Mostly ruffled clear pink, some fragrant.
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Different colors.
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MULTIFLORA ROSE

Top quality plants for living fences and conservation plantings.

Root-crown caliper	Approximate height	Per 1000
2 to 3 mm.	8 to 15 ins.	\$12.50
3 to 5 mm.	12 to 18 ins.	19.50
3 to 8 mm.	12 to 24 ins.	22.50
5 to 12 mm.	18 to 36 ins.	38.50

UNDERSTOCK. Straight shanked seedlings grown especially for understock. Nemato-free. Expertly graded to suit the most particular.

4 to 6 mm. \$27.50 per 1000
2 to 4 mm. 17.50 per 1000
The above prices are F.O.B. Grigsaville, Ill., nursery. All tops cut back to 10 ins. at shipping unless otherwise requested. Our storage facilities are the best. ORDER NOW for delivery this fall, winter or spring. 10 per cent discount in lots of 10,000 or over; special quotations on larger quantities. For less than 1000 add 30 per cent. Packing at cost.

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Booking fall shipments now.
Gardeners who know and love Roses, choose superior ARP ROSES for full root and uniformity; Arp care-grown and Arp machine-packed. Profit-wine nurserymen, garden centers and direct-to-garden mail-order firms depend on ARP ROSES. Beautifully packaged. Bare-root for landscape, storage or containers. All-America Rose Selections, 130 great varieties. Catalog and price list. Serving nurseries 36 years.
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2-YR. PLANTS.

Grown, graded and packed to perfection. 246 varieties and 12 different types to choose from.

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MARTIN'S ROSE NURSERY
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See for yourself
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WE STILL OFFER YOU A CHOICE OF
BARE-ROOT AND PREPACKAGED,
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NEW LONDON ROSES
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Rosa multiflora japonica, thornless; the best stock for budding purposes. Will not injure playing children.

30,000 10-in. cuttings, handmade, \$3.00 per 100, \$10.00 per 1000; 2-yr., 12 to 24 ins., grown from cuttings not from seeds. Well-rooted, well-branched, \$7.00 per 100, \$60.00 per 1000.

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OUR OWN FIELD-GROWN ROSEBUSHES

For fall or early winter.
Standard varieties, No. 1, 50c; No. 1 1/2, 40c. Patented varieties available at fixed prices. Budded on seedlings with a fine root system, ideal for potting or home planting.
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FINEST QUALITY.
Hybrid Teas, Floribundas.
Polyanthas and Climbers.
Price and variety list on request.
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Multiflora Rose, top-quality, 1 and 2-yr. seedlings. Stanley J. Hensler, Forester-Nurseryman, Hamlet, Ind.

ROSES

Hybrid Teas, climbers, polyanthas and floribundas. Excellent quality, priced reasonable. List of varieties free on request.

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Araucaria cunninghami	1000 seeds	2.00
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Arbutus menziesii	1000 seeds	2.50
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Deckenia nobilis	1000 seeds	5.00
Dracaena draco	1000 seeds	1.50
Entada scandens	1000 seeds	2.50
Erythea edulis	1000 seeds	2.50
Erythrina glauca	1000 seeds	2.50
Erythrina vespertina	1000 seeds	2.50
Hakea elliptica	1000 seeds	17.50
Hakea laurina	1000 seeds	35.00
Hyophorbe vermicillata	1000 seeds	1.50
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Kigelia pinnata	1000 seeds	5.00
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Lantana borbonica	1000 seeds	1.50
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Livistona olivaeformis	1000 seeds	1.50
Lyonothamnus floribundus	1000 seeds	1.50
Macadamia ternifolia	1000 seeds	2.50
Melastoma minor	1000 seeds	2.50
Medeola aspergillata	1000 seeds	2.50
Musa ensete	1000 seeds	2.50
Myrica californica	1000 seeds	15.00
Myoporum tomentosum	1000 seeds	1.50
Philodendron sellowii	1000 seeds	1.25
Philodendron bipinnatifidum X sellowii	1000 seeds	1.25
Philodendron sellowii X evansii	1000 seeds	1.25
Philodendron sellowii X sao paulo	1000 seeds	1.25
Phoenix andersonii	1000 seeds	25.00
Phoenix canariensis	1000 seeds	1.45
Phoenix leonensis "giant"	1000 seeds	6.00
Phoenix pumila	1000 seeds	4.50
Phoenix reclinata	1000 seeds	4.50
Phoenix roebelinii	1000 seeds	9.00
Phoenix senegalensis	1000 seeds	1.75
Phoenix sylvestris	1000 seeds	5.95
Phoenix tenuis	1000 seeds	1.25
Phoenix zeylanica	1000 seeds	1.25
Quercus rubrum	1000 seeds	4.95
Persea indica	1000 seeds	2.50
Photinia arbutifolia	1000 seeds	2.50
Pittosporum crassifolium	1000 seeds	6.50
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QUERCUS PALUSTRIS

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New crop acorns, water-tested,
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100 lbs. or more, 30c per lb.
F.O.B. Sumner, Mo.
Order now to insure delivery
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C. D. WRIGHT, SUMNER, MO.

MULTIFLORA ROSE SEED

Carefully cleaned seed from thorny, hardy,
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1957 crop, fall delivery.

1 to 10 lbs. \$3.50 per lb.
10 to 25 lbs. 3.25 per lb.
25 lbs. up 3.00 per lb.

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COLORADO NEW CROP

EVERGREEN SEED

Buy from the collector. Best prices for
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Douglas Fir, Blue Spruce,

Concolor Fir. Write for catalog.

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LIMITED QUANTITY

Blue Spanish Scotch Pine seed.

Excellent for Christmas trees.

\$8.00 per lb. with order.

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R. D. 4 Butler, Pa.

Juniper virginiana (Red Cedar, Platt

type), lb., \$4.50. Blota orientalis (Chinese

Arbutus) (Kansas), lb., \$2.50. Roma multi-

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Forestry Seed Service, Cuba, Kan.

SHRUBS AND TREES

ROOTED CUTTINGS, 1-YR. BEDDED

All stock has been under irrigation.

Per 100 Per 1000

Ilex bullata, 4 to 6 ins. \$10.00 90.00

Ilex crenata, 5 to 8 ins. 10.00 90.00

Juniper, Andorra, 4 to 8 ins. 10.00 90.00

Juniper, Hetz, 4 to 6 ins. 12.00 100.00

Juniper, Pfitzer, 4 to 6 ins. 12.00 100.00

Ilex glabra, 4 to 6 ins. 10.00 90.00

Retinospora plumosa aurea, 4 to 8 ins. 10.00 90.00

Retinospora plumosa, 6 to 8 ins. 9.00 90.00

Taxus brevifolia, 4 to 6 ins. 10.00 90.00

Taxus brownii, 4 to 6 ins. 12.00 100.00

Taxus capitata, tips, 6 to 8 ins. 15.00 100.00

Taxus cuspidata, 4 to 6 ins. 10.00 90.00

Taxus hatfieldii, 4 to 6 ins. 10.00 90.00

Taxus hispida, 4 to 6 ins. 10.00 90.00

Taxus repandens, 4 to 6 ins. 12.00 100.00

Thuja globosa, 5 to 8 ins. 10.00 90.00

Pachysandra, 4 to 6 ins. 4.00 35.00

1-YR. SEEDLINGS

Per 100 Per 1000

Acer palmatum \$ 3.00 25.00

Cornus florida 5.00 40.00

Chinese Chestnut 10.00 90.00

Fagus sylvatica 10.00 90.00

Taxus capitata 5.00 40.00

2-YR. SEEDLINGS

Per 100 Per 1000

Acer palmatum \$6.00 50.00

Balsam Fir, 3 to 5 ins. 4.00 35.00

Picea excelsa, 4 to 6 ins. 3.50 25.00

Picea pungens glauca, 3 to 5 ins. 4.00 35.00

Picea (White Spruce), 4 to 6 ins. 3.50 25.00

Pinus strobus, 4 to 6 ins. 3.50 25.00

Pinus sylvestris, 4 to 6 ins. 3.50 25.00

Thuja occidentalis, 4 to 6 ins. 5.00 40.00

Thuja orientalis, 4 to 8 ins. 3.50 30.00

Tsuga canadensis, 3 to 4 ins. 6.00 50.00

Taxus capitata, 4 to 6 ins. 7.00 60.00

Ilex crenata, 4 to 6 ins. 9.00 40.00

1-YR. SEEDLINGS, TRANSPLANTED

Per 100 Per 1000

Taxus capitata, 4 to 8 ins. \$12.00 100.00

Tsuga canadensis, 4 to 7 ins. 8.00 70.00

Douglas Fir, 5 to 8 ins. 6.00 50.00

Euonymus alatus, 5 to 8 ins. 6.00 45.00

Pinus strobus, 6 to 8 ins. 8.00 70.00

AZALEAS, 3-YR. TRANSPLANTS

Per 100

Hinodegirl \$40.00

4-YR. TRANSPLANTS

Per 100 Per 1000

Douglas Fir, 6 to 12 ins. \$10.00 90.00

Picea excelsa, 6 to 8 ins. 6.00 50.00

Picea pungens glauca, 4 to 8 ins. 7.00 60.00

Picea rubens, 6 to 8 ins. 12.00 100.00

Tsuga canadensis, 5 to 8 ins. 10.00 95.00

Tsuga canadensis, 8 to 10 ins. 15.00 140.00

Tsuga canadensis, 10 to 12 ins. 20.00 190.00

Thuja occidentalis, 6 to 10 ins. 10.00 90.00

VAN DINE NURSERY

Preakness, Paterson, N. J.

Pink Dogwood (Cornus florida rubra), br.,

4 to 5 ft., \$2.50.

White Dogwood (Cornus florida), B&B, 4 to

5 ft., \$2.00.

White Birch (Betula alba), B&B, 1½ to 2-in.

cal., \$3.00.

Sweet Gum (Liquidambar styraciflua), B&B,

1½ to 2-in. cal., \$4.00.

Pin Oak (Quercus palustris), B&B, 1½ to

2-in. cal., \$4.50.

American Sycamore (Platanus occidentalis),

B&B, 1½ to 2-in. cal., \$4.50.

Stock can be inspected at any time.

Lawrence Sanders Nursery, 721 Kentucky

Ave., Paducah, Ky.

BOOKINGS FOR FALL 1957 OR SPRING '58

Our potted liners are all in deep rose pots

and will be shipped in Dixie cups or plastic

bags.

Each, 100 1000

500 Berberis mentorensis, 2½-in. pots \$0.18 \$0.15

3000 Euonymus patens, SL, 2½-in. pots15 .12

1500 Euon. sieboldi, 2½-in. pots15 .12

2000 Ilex opaca East Palatka, 2½-in. pots18 .15

2000 Juniper, Andorra, 2½-in. pots15 .12

8000 Juniperus pfitzeriana, 2½-in. pots18 .15

1000 Juniperus hetzi, 2½-in. pots18 .15

6000 Juniper, Von Ehron, 2½-in. pots18 .15

2000 Juniperus excelsa stricta, 2½-in. pots18 .15

1000 Nandina, 2½-in. pots15 .12

The following rooted cuttings available

spring 1958 only. These will be shipped in

airtight plastic bags.

Each Each Each

Rhus sempervirens \$0.10 \$0.08 \$0.07

Berberis mentorensis10 .08 .07

Euonymus patens, SL10 .08 .07

Euony. radicans sarcoxie10 .08 .07

Euonymus sieboldi10 .08 .07

Green Santolina virens10 .08 .07

Ilex opaca East Palatka10 .08 .07

Ilex rotundifolia stricta10 .08 .07

Ilex convexa bullata10 .08 .07

Juniperus pfitzeriana10 .08 .07

Juniper, Blue Pfitzer10 .08 .07

Juniperus hetzi10 .08 .07

Juniper, Von Ehron10 .08 .07

Juniperus excelsa stricta10 .08 .07

Purple-leaved Honeysuckle10 .08 .07

We will propagate by contract on re-

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Route 1 Siloam Springs, Ark.

SHADE AND ORNAMENTAL TREES

NORWAY MAPLE, straight trunks, beau-

tiful heads, best fibrous root system.

50-250

7 to 8 ft. high, 1 to 1½-in. cal. \$4.20 \$3.25

9 to 10 ft. high, 1½ to 1¾-in. cal. 5.75 4.75

10 to 11 ft. high, 1¾ to 1½-in. cal. 8.25 6.75

11 to 12 ft. high, 1½ to 1¾-in. cal. 8.50 7.50

12 ft. and more, 2 to 2½-in. cal. 12.00 10.00

AMERICAN ASH, nursery-grown, well-

shaped, excellent root system.

10-50 50-250

9½ to 10½ ft. high, 1½ to 1¾-in. cal. \$6.50 \$6.00

10½ to 12 ft. high, 1½ to 1¾-in. cal. 8.00 7.25

2½-in. cal. 8.00 7.25

WHITE DOGWOOD, nursery-grown, well-

spaced, beautiful tops, excellent root system.

4½ ft. to 8 ft. must be moved. Make us

an offer on the block, about 300 trees.

For appointment call

PAUL HOVERMAN NURSERIES

239 Farview Ave. Paramus, N. J.

Phone COlfax 1-1060 or CO 1-1737.

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2 to 3 ft.65c

3 to 4 ft.75c

DEUTZIA GRACILIS

15 to 18 ins.50c

18 to 24 ins.60c

FORSYTHIA SPECTABILIS

2 to 3 ft.50c

3 to 4 ft.60c

HONEYSUCKLE ZABELI

2 to 3 ft.55c

3 to 4 ft.65c

SPIRAEA ANTHONY WATERER

15 to 18 ins.50c

18 to 24 ins.60c

TAMARIX, AMURENSIS AND HISPIDA

2 to 3 ft.60c

3 to 4 ft.75c

4 to 5 ft.95c

PHILADELPHUS VIRGINALIS

2 to 3 ft.60c

3 to 4 ft.70c

FRENCH NURSERY CO.

Phone 5331 Clyde, O.

FOR FALL 1957 SHIPMENT

Per 100

Cydonia japonica rubra, 2 to 3 ft. \$40.00

Euonymus alatus, 24 to 30 ins. 65.00

Euonymus alatus, 18 to 24 ins. 55.00

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Euonymus alatus compactus, 12 to 15 ins. 40.00

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Prunus cistena, 4 to 5 ft. 95.00

Sorbus omifolia nana, 2 to 3 ft. 35.00

Sorbus vanhouttei, 3 to 4 ft. 40.00

Viburnum lantana, 3 to 4 ft. 55.00

Minimum order 100 each.

FANCHER'S NURSERY, Sturtevant, Wis.

LARGE ARBORVITAE AND

CHAMAECYPARIS, in variety, 6 to 12 ft.

Smoke trees, 4 to 7 ft.

Pin Oak, nursery-grown, 3 to 5-in. caliper.

GEORGE F. BLOOMER

Route 69 Flemington, N. J.

FALL DELIVERY ONLY

Each, 100 rate

50 Viburnum carlesii, 18 to 24 ins. \$1.75

1000 Viburnum carlesii, 1-yr. adigs.15

1000 Jap. Red Maple, fine strain15

100 Korean Barberry, 2-yr.35

50 Ilex crenata, 18 ins. 7 to 8 ft. 3.50

100 Cladrasia tinctoria, 5 to 6 ft. 2.50

100 Cladrasia platycarpa, 2 to 3 ft. 2.50

20 Maackia amurensis, 3 to 4 ft. 3.00

10 White Dogwood, 6 to 7 ft., B&B 5.00

10 White Dogwood, 5 to 6 ft., B&B 4.50

10 Var. Norway Maple, 7 to 8 ft. 3.50

100 Cedar of Lebanon, 2-yr. grafts 3.00

25 Jap. Red Maple, 2 ft. 3.50

25 Pink Dogwood, 5 to 6 ft. 7.00

10 Sugar and Norway Maples, 10 to 12 ins. 9.00

BRIMFIELD GARDENS NURSERY

245 Brimfield Rd. Wethersfield, Conn.

LANDSCAPE SIZE MATERIALS

Taxus, 18 to 24 ins., B&B \$2.75

Ilex convexa, 15 to 18 ins., B&B 2.25

Berberis verruculosa, 18 to 24 ins., B&B 3.00

Ilex crenata, 18 to 24 ins., B&B 2.50

Berberis julianae, 18 to 24 ins., B&B 2.00

Viburnum rhytidophyllum, 2½ to 3 ft., B&B 1.75

Cotoneaster dammeri humifusa, 24 to 30 ins., B&B 2.75

Rhododendron hybrids, named varieties; 12 to 15 ins., B&B 2.50

Pfitzer Juniper, 15 to 18 ins., B&B 1.75

American Boxwood, 12 to 15 ins., B&B 1.25

Prices on additional sizes and varieties on request.

TURNER'S LINCOLN WAY NURSERIES

Coatesville, Pa.

1½ miles West of Coatesville on Route 30.

HEAVY SPECIMEN LANDSCAPE MATERIAL

500 Euonymus alatus, 4 to 7 ft.

250 Amelanchier canadensis, 6 to 15 ft.

1500 Taxus caroliniana, 14 ins. to 4 ft.

200 Malus eleyi, 6 to 8 ft.

100 Chionanthus virginicus, 4 to 6 ft.

2500 Cornus florida and rubra, 3 to 7 ft.

70 Taxus capitata, 5 to 10 ft.

70 Taxus cuspidata, 6 to 10 ft.

In our specialties, we have our usual fine

SHRUBS and TREES—Continued

NURSERY STOCK

4000 heavy calipered *Cornus florida rubra*, 4 to 5 ft. and 5 to 6 ft.
2000 *Ligustrum regelianum*, 2 to 5 ft. with equal or greater spread.

250 *Castanea crenata*, 6 to 9 ft.
All the above items are fine specimen stock suitable for choice landscaping. Come and see them and many other varieties.

WILLIAM C. PRICE NURSERIES

Glencoe, Md.
13 miles north of Baltimore, 34 miles south of York, on York Road.
Phone Cockeysville 401 W.

SURPLUS STOCK

2-yr. No. 1 Concord and Fredonia
Grapes \$75.00 per 1000
2-yr. everbearing Blackberry plants 25.00 per 1000
Redbud trees, hvy., 4 to 6 ft. 40.00 per 100
Lombardy Poplar, 8 to 10 ft. 60.00 per 100
Nandinas, B&B, 18 to 24 ins. \$1.25 each
Euonymus patens, B&B, 18 to 24 ins. (large or small leaf), \$1.25 each.
Write for our new wholesale price list.
ROLLERS' WHOLESALE NURSERY
Rogers, Ark.

SPECIMEN MATERIAL ONLY

Ilex convexa, 4 to 7 ft.
Ilex rotundifolia, 5 to 8 ft.
Ilex crenata, 6 to 10 ft.
Taxus, cuspidata, brown, hatfield, intermediate and densiformis, 4 to 8 ft.
Viburnum, in variety, 6 to 12 ft.
Magnolias, soulangiana and *nigra*, 8 to 10 ft.
Material to be seen by appointment only.
All stock B&B, F.O.B. our nursery or delivered or planted.

SAXE CONTRACTING CO.
136 E. 57th St. New York 22, N. Y.

LANDSCAPE MATERIAL, XXX, B&B

400 *Azalea schlippenbachii*, 12, 15, 18 ins.
350 *Azalea vaseyi*, 12, 15, 18 ins.
200 *Azalea mollis*, 12, 15, 18 ins.
1000 Dogwood, white-flowering, 4, 5, 6 ft.
1600 *Ilex crenata*, 12, 15, 18 ins.
400 *Pieris japonica*, 12, 15, 18 ins.
550 *Taxus brownii*, 12, 15, 18 ins.
700 *Taxus henryi*, 12, 15 ins.
125 *Taxus intermedius*, 15, 18 ins.

BROOKFIELD GARDENS
U. S. Rt. 46 Delaware, N. J.

SURPLUS SALE

Very compact, carefully sheared Pfitzer Juniper; thrifty Keteleer's Juniper, well-sheared; well-grown, 4 times transplanted *Taxus cuspidata*, 12 to 15 ins. and 15 to 18 ins.; sheared: Pin Oak, 8 to 10 ft., 1 1/4 to 1 1/2-in., 1 1/2 to 2-in.; *Taxus liners*, 4, 5 and 6-yr.-old transplants.

All first quality or better. Priced right. Cash only. We invite your inspection.

HAAS HOME NURSERIES
29th and Poplar Sts. Terre Haute, Ind.

SHRUBS AND TREES

Each
100 Birch, European White, Multiple, 8 to 15 ft., B&B \$10.00
Chinese Elm,
200 1 1/4 to 2 1/4 ins., TT 3.65
300 3/4 to 2 1/4 ins., TT, row-run 3.00
500 Silver Maple, 8 to 8 ft., TT 1.75

WRITE FOR COMPLETE PRICE LIST

RICHARDSON NURSERIES
53947 Flr Rd., R. 1 Granger, Ind.
Phone Blackburn 9-1010.

COLLECTED

Clump Birch, burn backs; good white color; 6 to 8 ft., B&B, \$4.00. Sugar Maples, whips to 2 1/2-in. cal.; bare-root. Hemlock, Mt. Laurel and maximum Rhododendron seedlings. Also larger plants, B&B. *Azalea nudiflora* and *Shadblow*, B&B. Fall or spring delivery. Inquiries invited.

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R. D. 2 Lake Ariel, Pa.

BETULA PENDULA

Each, per 100
600 18 to 24 ins., T. \$0.15
1000 3 to 4 ft., T.35
25 at 100 rate. F.O.B. Free packing for cash with order.

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Box 95 Hawthorne, Wis.

CHINESE ELM

1/4 to 3/4-in., tr., br., 5 to 6 ft. \$0.50
3/4 to 1-in., tr., br., 7 to 8 ft.75
1 to 1 1/4-in., tr., br., 8 to 9 ft. 1.00
1 1/4 to 1 1/2-in., tr., br., 9 to 10 ft. 1.25
1 1/2 to 2-in., tr., br., 10 to 12 ft. 2.00

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2900 West 9th St. North Platte, Neb.

CORNUS FLORIDA, NURSERY-GROWN

Heavy specimens, 6 to 9 ft., B&B.

TAXUS, CAPITATA AND HICKSII

4 to 7 ft., B&B.

GEORGE F. BLOOMER
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Crape Myrtle sprouts, mixed colors, red, white, pink, purple; 1 to 3 ft., nice, \$50.00 per 1000. Greenville Nurseries, Mrs. R. L. Robinson, Prop., Greenville, Ga.

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Chinese Elm, up to 4-in. cal.; Silver Maple, up to 2 1/2-in. cal.; American, European and Weeping Birch. Other kinds in smaller sizes. Evergreens, B&B; Arborvitae, Junipers and Pines. Some large sizes.
Also Gladioli, Dahlias and hardy Mums.

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Decatur, Mich.

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RED PIGMY

6 to 9-in. spread, \$60.00 per 100.

9 to 12-in. spread, \$80.00 per 100.

Hardy Rhododendron hybs., many varieties, cutting-grown from liners up to 24 to 30 ins.

Ask for our list of many other specialties.

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FORSYTHIA BEATRIX FARRAND

Strong plants out of 2 1/2-in. plastic pots, \$25.00 per 100, \$225.00 per 1000.

No additional charge for packing.

F.O.B. Chino, Calif.

Minimum order 100 plants.

DESCANSO DISTRIBUTORS, INC.

12492 Pipeline Chino, Calif.

ANDROMEDA JAPONICA 100 1000

4-yr., TT, 8 to 12 ins. \$40.00 \$350.00

4-yr., TT, 6 to 8 ins. 30.00 250.00

CORNUS FLORIDA

1-yr., 8, 10 ins. up 4.00 35.00

1-yr., 8 (understock) 5.00 45.00

PETER BROUWER'S NURSERIES

24 Lester St. New London, Conn.

VIBURNUM CARLESI

Seedlings that have been bedded 2 years.

Excellent for lining out or for pre-wrapping for cash and carry. In lots of 25 or more, 12 to 15 ins., 60c; 15 to 18 ins., 75c.

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Lexington, Ky.

EUONYMUS VEGETUS

12 to 15 ins., bare-root \$1.00

15 to 18 ins., bare-root 1.25

18 to 24 ins., bare-root 1.50

(Add 40c for B&B.)

FRENCH NURSERY CO.

Phone 5331 Clyde, O.

ALPINE CURRANT

Strong rooted cuttings.

100 \$ 4.00

1,000 35.00

5,000 150.00

10,000 250.00

NEWLAND'S NURSERY, Lake City, Minn.

SHADE TREES

Large assortment of varieties and sizes.

Ask for wholesale price list.

WAYNESBORO NURSERIES

Waynesboro, Va.

Small Ads Do Great Things in the American Nurseryman Classified Section.

TAXUS

TAXUS CUSPIDATA CAPITATA

For fall or spring. 2-yr. seedlings, grown from Jap. seeds; very fine root system.

\$9.00 per 100, \$75.00 per 1000.

10,000 up, \$65.00 per 1000.

Also 1-yr. bedded cuttings in leading varieties of *Taxus*.

Write for complete list of lining-out stock.

NURSERY SALES, INC.

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For \$4.00

you can offer that surplus in a classified ad of 10 lines on these pages—quickly and easily turning stock into cash.

At 40c PER LINE

you can keep a list of specialty items before trade buyers through the selling season at small cost.

Send your copy (count 6 average words to line) for the November 15 issue to reach us by October 25.

Forms for December 1 issue will close November 15.

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343 S. Dearborn St. CHICAGO 4, ILL.

TAXUS, FINER LINERS

Strong, healthy, hard to beat. 100 1000

BACCATA REPANDENS, 3-yr.,

TT, 6 to 12 ins., bed \$0.75 \$0.60

CUSPIDATA, spreading,

2-yr., T, 6 to 9 ins., bed40 ..

2-yr., T, 9 to 12 ins., bed45 ..

CAPITATA, upright, from

Jap. seed, heavy

4-yr., TT, 9 to 12 ins., bed60 .55

4-yr., TT, 12 to 15 ins., bed70 .65

4-yr., TT, 15 to 18 ins., bed80 .75

4-yr., TT, 18 to 21 ins., bed90 .85

5-yr., TTT, 9 to 12 ins., field75 .70

6-yr., TTT, 9 to 12 ins., field90 .85

6-yr., TTT, 12 to 15 ins., field 1.10 ..

CUSPIDATA DENSIFORMIS,

2-yr., T, 6 to 9 ins., bed45 ..

2-yr., T, 9 to 12 ins., bed50 ..

4-yr., TT, 8 to 10 ins., field75 ..

CUSP. INTERMEDIA, rooted cut-

tings, 1-yr., 6 to 8 ins.,12 ..

2-yr., T, 10 to 12 ins., bed50 ..

CUSP. VERMEULEN, rooted

cuttings, 1-yr., 4 to 6 ins.,10 .09

2-yr., 6 to 9 ins., bed40 ..

2-yr., T, 9 to 12 ins., bed45 .42 1/2

3-yr., TT, 6 to 12 ins., field60 ..

4-yr., TT, 9 to 12 ins., field75 ..

4-yr., TT, 12 to 15 ins., field90 ..

MEDIA BROWNII, 2-yr., T, 6 to

12 ins., bed45 ..

4-yr., TT, 9 to 15 ins., field85 ..

MEDIA HATFIELDI, rooted cut-

tings, 1-yr., 4 to 6 ins.,10 .09

rooted cuttings, 1-yr., 6 to 8 ins.,12 ..

2-yr., T, 6 to 9 ins., bed40 ..

2-yr., T, 12 to 15 ins., bed55 ..

3-yr., TT, 6 to 12 ins., field60 ..

4-yr., TT, 9 to 12 ins., field75 ..

MEDIA HATFIELDI, spreading

rooted cuttings, 1-yr., 4 to 10 ins.,12 .11

MEDIA HICKSII, 2-yr., T, 10 to

15 ins., bed50 ..

MEDIA KELSEYI, 1-yr., T, 6 to

9 ins., bed25 ..

2-yr., T, 6 to 8 ins., bed30 .37 1/2

2-yr., T, 9 to 12 ins., bed50 ..

4-yr., TT, 9 to 12 ins., field50 ..

MEDIA VERTICALIS, tall, narrow,

hardy (ask for catalog)

2-yr., T, 6 to 9 ins., bed50 ..

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4-yr., TT, 6 to 12 ins., field90 ..

1-yr., 2 1/2-in. pots35 .32 1/2

JOHN VERMEULEN & SON, INC.

Finer Liners, A-1G Neshaic Station, N. J.

TAXUS CAPITATA

Strong 2-yr. seedlings, seeds sown lightly,

plants grown with plenty of room in beds.

\$15.00 per 100, \$125.00 per 1000.

C. HOOGENDOORN NURSERIES

Turner Road Newport, R. I.

VIBURNUMS

VIBURNUM CARLESI

Per 100 Per 1000

2-yr. seedlings, 4 to 6 ins. \$15.00 \$125.00

2-yr. seedlings, 6 to 8 ins. 20.00 175.00

2-yr. seedlings, 8 to 12 ins. 30.00 250.00

C. HOOGENDOORN NURSERIES

Turner Road Newport, R. I.

Classified Ads Offer Maximum

Results at Minimum Cost.

VINCAS

HARDY MYRTLE (*Vinca minor*)

Medium liners, \$10.00 per 1000.

Large liners, 3 to 5 leads, \$25.00 per 1000.

Medium clumps, 3 to 10 leads, \$35.00 per 1000.

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Check Your Stock NOW!

If you have a surplus

sell it through the

American Nurseryman Classified Ads.

MISCELLANEOUS

LINERS, WITH COLOR PICTURE TAGS

of Crab Apples, Flowering Peach, fruit and

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Low prices. High-quality stock.

Send for advance price list.

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Rhubarb, \$30.00 per 100. Feory Philippe Ri-

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and ochroleuca Goldband, \$8.00 per 100.

Juniperus virginiana (Platt Red Cedar), 2-1

T, 6 to 10 ins., \$6.00 per 100.

Home Gardens, Cuba, Kan.

Surplus Stock

can be easily and quickly turned into

Cash

by listing it in the

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Wanted—Large quantities of *Taxus* wood

for cuttings, to be shipped during the fall

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and best cash prices.

Verkade's Nurseries, Wayne, N. J.

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BURLAP

NEW BURLAP
In bolts of 100 to 125 yards.
HEAVYWEIGHT BURLAP
FOR PROTECTION

30 ins.	21½¢ per yd.
40 ins.	22½¢ per yd.
45 ins.	24½¢ per yd.
48 ins.	26¢ per yd.
54 ins.	29¢ per yd.
60 ins.	32½¢ per yd.
72 ins.	40½¢ per yd.

LIGHTWEIGHT 57-IN. BURLAP ERO-
SION CLOTH for seeded lawns and slopes.
21½¢ per yard. All prices are net F.O.B.
New York. Minimum order 1 bolt. Orders of
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LEWIS INTERNATIONAL CO.
666 Clinton Ave. Newark 8, N. J.

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BAMBOO CANE STAKES

Medium heavy Pencil thickness
Green or natural Dyed green

	Per 500	1000	2000
1½ ft.	\$2.40	\$3.20	\$5.70
2 ft.	3.20	4.20	7.60
2½ ft.	4.00	5.20	9.60
3 ft.	4.80	6.60	12.40
3½ ft.	5.60	8.10	15.20
4 ft.	6.40	9.00	17.10
5 ft.	8.00	15.00	28.00
6 ft.	9.60	18.00	34.00

SPLIT BAMBOO, dyed green 1000 5000
12 ins. \$2.10 \$3.90
18 ins. 3.00 12.60
18 ins. 3.80 14.40
24 ins. 4.50 21.60

HEAVY GRADES, NATURAL. Per 100.

	% to 1-in.	% to 1½-in.	% to 2-in.
4 ft.	\$2.88	\$3.44	\$4.24
5 ft.	3.60	4.30	5.30
6 ft.	4.32	5.16	6.36
7 ft.	5.04	6.02	7.42
8 ft.	5.76	6.88	8.48

Approximate average thickness at bottom
end. 5 bales up, less 5 per cent; 10 bales up,
less 10 per cent. F.O.B. shipping point. Special
prices for carlots.
A. C. PATTERSON, CENTERTOWN, KY.

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JAPANESE BAMBOO CANE STAKES
from
NEW YORK, CHICAGO, PORTLAND, ORE.
Write for our competitive prices
and generous quantity discounts.
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For greenhouse and nursery purposes.
All types and sizes.
Write for prices and quantity discounts.
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Lowest prices, highest quality.
Samples, 40¢ each, prepaid.
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LIVE CHRISTMAS TREES
ALSO FOR LANDSCAPE USE
Norway Spruce, fully sheared.
2 to 4 ft., B.&B. \$3.75.
White and Red Pine, fully sheared.
2 to 4 ft., B.&B. \$3.75.
4 to 5 ft., B.&B. \$4.50.
5 to 6 ft., B.&B. \$5.50.
Call or write.
POUNDS NURSERY
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1520 W. Church St. Newark, O.
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Scotch Pine, 5 to 8 ft., sect. pruned,
plantation-grown trees from Western Michi-
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trailer quantities within 400 mile radius.
Write or phone.
R. D. MILLER NURSERY
R. 4, Wood St. Lansing, Mich.

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5000 Scotch Pine, 4 to 7 ft.
Would like to sell whole block
to clean field.
They are nice. Make us offer.

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CHRISTMAS TREE BUYERS, ATTENTION
Not just Canadian but Nova Scotia top-
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Carloads, or L.C.L. Your choice of size as-
sortments. Write or phone immediately for
prices and further information. See our dis-
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PINE CONES

½-in. to 1-ft. long.
Illustrated autumn, Christmas folder.
24 species. Choice all-cone wreaths.

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PETERS SPECIAL SOLUBLE

FERTILIZERS
20-20-20, the best general purpose feed
21-7-7 Azalea Acid (for hard-water sections)
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All above, \$6.50 per 25-lb. bag.
\$25.00 for 4 25-lb. bags.

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FERTILIZERS (NON-SOLUBLE)
13-6-6 Organic Special. Ureaform Nitrogen
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dry feed. Non-soluble.
\$7.50 per 25-lb. bag.
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Du Pont Uramite, 34 per cent nitrogen
from ureaformaldehyde.
(\$12.00 per 50-lb. bag.)

All above material in F.O.B. Allentown.
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MINNESOTA WHITE CEDAR FLATS

Order by No.	Wt.	Price
	Per 100	Per 100
No. 1, 14x20x2½	320	\$27.00
No. 2, 14x20x3½	400	31.50
No. 3, 12x18x3½	260	20.75
No. 4, 12x18x3½	275	24.50
No. 5, 14x16x2½	275	23.25
No. 6, 14x16x3½	290	27.50
No. 7, 16x22x3½	330	30.75
No. 8, 16x22x4½	425	35.50
No. 9, 11½x23½x3½	320	25.00
No. 10, 11½x23½x3½	400	29.00
No. 11, 14x16x5	450	32.75
No. 12, 8x11x5	160	16.75
No. 13, 8x16x5	215	19.00
Plant boxes, 5x8½x2	45	6.50

All other prices quoted on request.
5 per cent discount on order of 1000 or
more.

The above measurements are inside. Bot-
toms and sides of cedar flats are ¾-in. thick;
ends are ¾-in. Plant boxes are thinner.
All material surfaced on one side.

Your name and address printed up to 3
lines in black ink, on one or both end pieces
at the following rates: Set-up charge, \$1.00,
plus ¼¢ per piece for the first 1000 ends. ¼¢
per end thereafter. Shipped knocked-down
in units of 25.

All shipments by truck unless otherwise
ordered. F.O.B. Cook, Minn. Attach check.
H. C. HILL & SONS, COOK, MINN.

REDWOOD FLATS, K. D.

Finest stock obtainable. Guaranteed all
clear heart. Size 20x15x3 ins. inside measure.
\$38.00 per 100.

1x1-in. Cypress stakes, pointed.
50 pcs. to bundle, 4 ft., \$3.50 per bd.
50 pcs. to bundle, 5 ft., \$4.50 per bd.
50 pcs. to bundle, 6 ft., \$5.50 per bd.

Ship same day. Cash with order, please.

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Sell Stock Quickly and Easily with
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Supplies, equipment
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Get all the information before you buy
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3½x¾ ins., notched, not wired. \$3.00 \$3.60
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4x¾ ins. (cartons 1000 each) ... 3.95 4.60
5x¾ ins. (cartons 1000 each) ... 4.30 5.10
6x¾ ins. (cartons 1000 each) ... 4.70 5.80

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8x¾ ins. (cartons 500 each) ... \$3.60 \$4.30
10x¾ ins. (cartons 500 each) ... 4.20 5.10

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8x¾ ins. (cartons 250 each) ... 3.00 3.60
10x¾ ins. (cartons 250 each) ... 3.30 3.90
12x1½ ins. (cartons 100 each) ... 2.00 2.40

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on both sides and are pronounced by growers
the best and most economical.
Catalog on request.
"We ship same day."

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4x¾ ins. (1000 per carton) ... \$2.75 \$3.36
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6x¾ ins. (1000 per carton) ... 3.25 4.00
8x¾ ins. (500 per carton) ... 4.90 6.10
10x¾ ins. (500 per carton) ... 5.90 7.25
12x¾ ins. (500 per carton) ... 6.90 8.50

TREE LABELS
3½x¾ ins. ... 2.30 2.85
3½x¾ ins. (wired, copper) ... 3.30 3.96

Plain Painted
8x1½ ins. (250 per carton) ... \$1.75 \$2.50
10x1½ ins. (250 per carton) ... 2.00 2.75
12x1½ ins. (100 per carton)90 1.50
We will cut to your specifications.

P. O. Box 2539 LIVE, INC. Boise, Idaho

ORCHID SUPPLIES

ORCHID SUPPLIES
FIR BARK, hobby bag, 66¢; prof. bag, \$1.85;
2-cu.-ft. bag, \$2.75.

Detox qt., \$3.50; gal., 11.00
Gaviola 1 lb., 1.25; 5 lbs., 5.00
Fish Meal 1 lb., .60; 10 lbs., 5.00
Anti-Damp qt., 3.00; gal., 9.75
Urea Crystals 5 lbs., 1.60; 25 lbs., 7.45
Dolomite Lime 25 lbs., 4.50; 50 lbs., 7.50
Hoof and Horn 25 lbs., 4.50; 100 lbs., 14.50

Ammonium
Nitrate 25 lbs., 2.75; 100 lbs., 8.75
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Atlas Fish Emulsion qt., 1.90; gal., 6.25

Stake Holders for
potting in Fir bark, .6, 1.00; 7½, 10.85

Hydromix Units for spraying and
foliage feeding 3.95

Priced F.O.B., subject to change without
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UTILITY PLANT TUBS

New England White Pine
Per 100 tubs, F.O.B. NEW HAMPSHIRE.

Top dia.	Depth	Stained green	Stained white	Enam. White	eled with
					gold
7-in.	7-in.	90	98	105	\$112
8-in.	8-in.	98	112	112	127
8-in.	8-in.	98	112	112	127
9-in.	9-in.	102	112	112	127
10-in.	10-in.	102	112	112	127
10-in.	10-in.	112	120	120	127
11-in.	11-in.	105	112	120	127
12-in.	12-in.	110	125	130	140
12-in.	12-in.	132	147	147	147
12-in.	12-in.	180	195	195	195
14-in.	14-in.	165	180	180	195
14-in.	14-in.	210	225	225	225

For PRICES F.O.B. CHICAGO add 10
per cent.
Above prices apply on quantities of less
than 100. Minimum order 5 tubs of any
one size or color.

Sole Distributors.
ALEC HENDERSON, INC.
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PLANT TUBS—Continued

Redwood Tubs with solid copper bands
 8x 7, 2 1/2 lbs...\$1.50 18x15, 9 1/2 lbs...\$3.75
 10x 9, 3 1/2 lbs...1.70 20x16, 12 1/2 lbs...5.25
 12x11, 5 lbs...2.10 22x17, 15 lbs...6.00
 14x12, 6 1/2 lbs...2.50 27x19, 18 lbs...8.00
 16x13, 8 1/2 lbs...3.00
 Coaster, 13x13, with plastic bowl, 3 lbs...2.75
 Coaster, 20x20, with plastic bowl, 7 lbs...4.50
 Coaster, 12x12, no bowl, 3 lbs...2.25
 Coaster, 19x19, no bowl, 6 lbs...3.00
 Freight prepaid on orders of 100 lbs. or more. Gary Wood Products, 1916 Madison, Memphis, Tenn.

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POLYETHYLENE FILM
 Natural transparent, made from Du Pont Alathon, the amazing film for greenhouses.
 .004 mil., all rolls 100 ft. long.
 3 ft. wide by 100 ft. long\$ 6.00 per roll
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 Other sizes available up to 20 ft. wide.
 Send \$1.00 for liberal sample,
 4 ft. x 10 ft. postpaid.
 Special deal for greenhouse construction.
 5 rolls to 9 rolls, 25 per cent discount.
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 2 mil. in 200 ft. rolls, 36 ins. wide, \$6.48;
 4 mil. in 100 ft. rolls, 36 ins. wide, \$18.85.
 4 mil. in 100 ft. rolls, 36 ins. wide, \$6.87;
 54 ins. wide, \$9.91; 126 ins. wide, \$22.05.
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 Information on Sinalgaze Polyfex available.
 We pay freight if check in with order.
ROUGH BROS.
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POLYETHYLENE FILM
 Wt. Width Roll length Price
 4 mil. 48 ins. 100 (transparent)\$ 7.25
 2 mil. 60 ins. 200 (transparent) 7.55
 1.5 mil. 36 ins. 500 (black for mulching) 10.31
 Width available up to 20 ft. Write for our low prices on quantity orders.
POLY-LO CO.
 Box 5111 Winston-Salem, N. C.

SPHAGNUM MOSS

No. 1 sphagnum moss of standard size and weight. Long fibered, clean and firmly packed, \$1.20 per burlap bale. Price us on wire bales. Joseph Jamros, City Point, Wis.

Fresh clean sphagnum moss, write or phone City Point 132 for our low prices on wire-bound bales in truckloads or carlots.
Pure Sphagnum Moss Co., City Point, Wis.

Long-fibered sphagnum moss, also ground moss. Price us on truckloads delivered.
Warrens Moss Co., Warrens, Wis.

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CYPRESS PLANT STAKES

50 pieces to bundle.
 1x1-in.—3 ft. pointed\$3.00 per bundle
 1x1-in.—4 ft. pointed 3.50 per bundle
 1x1-in.—5 ft. pointed 4.50 per bundle
 1x1-in.—6 ft. pointed 5.50 per bundle
 1x1-in.—7 ft. pointed 7.00 per bundle
 These stakes are made of cypress and redwood; are good, strong stakes and will give long service. "A little better than seems necessary."
"WE SHIP SAME DAY!"
YOHO & HOOKER
 Youngstown, O.

STAKES, GALVANIZED HARD STEEL
 GALVANIZED tree guying WIRE,
 HOSE for guy wire PADDING.
 Prices and sample sent on request.
SCHUFF SUPPLY CO., WILMETTE, ILL.

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 343 South Dearborn Chicago 4, Ill.

OREGON NOTES

R. S. Mullison, chairman of the transportation committee, Oregon Association of Nurserymen and a member of A. McGill & Son, Fairview, recently protested to the freight department of the Union Pacific Railroad Co. concerning the acute shortage of refrigerator cars with a capacity of 30,000 pounds of nursery stock. The transportation committee also asked that the 30,000-pound rate be applied to shipments that fill the cars to bulk capacity, even though the total weight may not be that great.

Paul Van Allen, Portland Wholesale Nursery Co., Portland, president of the Oregon Association of Nurserymen, has been appointed to the American Association of Nurserymen market publicity and development committee.

Norman June, Shrubbery Plantings, Portland, has completed construction of a new garden shop at 95th and Southeast Stark streets. Official open house was planned for October 9.

Portland nurserymen and landscape gardeners were invited to attend a shade tree program held at the Heathman hotel October 12 by the Portland General Electric Co.

Allen W. Davis, former manager of the Portland Seed Co. and noted northwest bulb expert, was pictured on the cover of the Northwest Living magazine of the Sunday Oregon Journal of September 22 in connection with an article in the magazine on planting bulbs. C. H. P.

CALIFORNIA CONVENTION

[Continued from page 8]

and standards committee. The main points are: Nursery stock offered for sale must be plainly labeled for variety, and for grade size when so required by regulation; nursery stock offered for sale must be alive and undamaged, and the director of agriculture by regulation may provide for grade sizes.

The committee asked that it be empowered to proceed with recommendations for grade sizes for bare-root fruit trees, grapevines and roses for submission to the director. They also requested that the omissions in certain grades according to A. A. N. standards be corrected, particularly in the case of standard roses and grandiflora roses.

Wray Hiltabrand, supervisor of nursery service, state department of agriculture, reported on a meeting with the nursery committee of the county agricultural commissioners



**NEW BIG MONEY-MAKER
 for FLOCKING
 CHRISTMAS TREES, WREATHS,
 ORNAMENTS, ETC.**

SAVE TIME SAVE LABOR
 with Kiekens WHIRLWIND
 MIST BLOWER—DUSTER
 COMBINATION

For free literature and instructions write to:

VANDERMOLLEN EXPORT CO.
 316 Bloomfield Ave., NUTLEY 10, N. J.

COLD STORAGE FACILITIES

**Specialized temperatures
 —for Rosebushes
 bulbs . . . valley pips . . .
 nursery stock . . . greens
 . . . cuttings**

Low insurance rates; private siding on N. Y. Central R.R.; truck and trailer platforms; pool car distribution; trucking facilities for local deliveries.

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BURLAP

Various Sizes
 Write for prices and samples.

STERLING BAG & BURLAP CORP.
 41 Carolina St. Buffalo 1, N. Y.
 Phone: CL 2339

BIG PROFITS CAN NOW BE YOURS!
 with new, improved

PECO-7 FLOCKING UNIT

Easy to operate — 5 times faster
 Than ordinary two-gun procedure

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PROGRESSIVE EQUIPMENT COMPANY
 8625 Mackinaw at Grand River, Detroit 4, Mich.

Build Extra Holiday Sales with
BROWNELL'S DeLuxe Olde English HOLLY
Heavy with Red Berries

Farm Fresh and Oregon grown for the extra beauty that customers demand. Carefully processed and packaged to reach you and remain in fresh perfect condition.

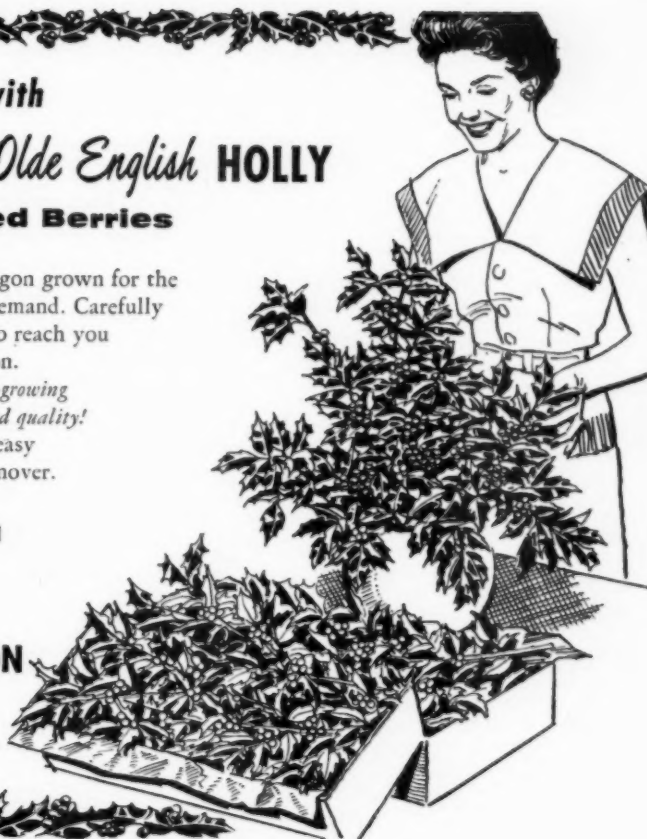
Our name on every box and 40 years of holly-growing experience stands behind Brownell's unsurpassed quality!

Variety of Holly packages for easy handling and quick turnover.

**Ask your wholesale florist for
 Brownell Holiday Packed Holly and
 Pot Grown Happy Holly Trees or
 write immediately.**

BROWNELL FARMS of OREGON
 and Holly Arboretum

"Where Your Christmas Holly Grows"
 P. O. Box 5965-N, Milwaukie, Oregon



on plans for enforcing the grades and standards laws. They were in agreement in the following: That nurseries should be inspected at least once each year; that the nurseryman should adopt a regular pest-control program; that the state of cleanliness in all nurseries should approximate the standards for maintaining a pinto tag (enabling shipment from one county to another without terminal inspection); that infested stock should be isolated until the pests are controlled, and that an inspection of stock in a nursery applying for a license should be required before a license is issued. Several other matters pertaining to enforcement of the grades and standards laws were also agreed on after some discussion.

Legislative Report

David Stump, Ontario, chairman of the legislative committee, reviewed the accomplishments of the executive secretary and his committee in screening many bills that had a possible effect on the industry. He expressed disappointment that politics got in the way of constructive action on California's water problem and urged the membership to keep in touch with their legislative rep-

CHOICE CHRISTMAS TREES

Scotch Pine

White Spruce

Austrian Pine

Norway Spruce

Sheared Nursery-Grown Stock

Truckload and Carload

VAN'S PINES

West Olive, Mich.

Phone: Holland, Ex 60702

Our 1958 Price List on finest-quality Pine and Spruce seedlings and transplants is now available.

Please Mention AMERICAN NURSERYMAN When Writing Advertisers.

See the new Low Cost
RYAN JR.
SOD CUTTERS
 CUTS 4500 SQ. FT.
 OF SOD PER HOUR
Rayon LANDSCAPING EQUIPMENT Company
 871 Edgerton Street, St Paul 1, Minn.



PERFECTION MARKERS ARE BETTER



for Park Trees, Display Gardens, Field use or Greenhouse Pots or Benches. Proven by thousands of users and every one a booster! You'll like them, too. They will stand for years at one marking, or may be changed any number of times for various markings. Send for catalog and prices of the complete **PERFECTION LINE.**
 The S-W Supply Co., E. 21, Grand, Kan.

Cut
 shows
 Plant
 Stake

WANTED and FOR SALE ADS

Help and Situation Wanted and For Sale Advertisements.

Display: \$4.50 per inch, each insertion.

Lines: 40¢ line; minimum order \$4.00.

HELP WANTED NURSERYMEN

One of the largest nurseries in southern California offers profitable, permanent positions to nurserymen with ambition. Security, pleasant working conditions and an unlimited future for the right men. Many extra benefits. All replies will be kept strictly confidential.

MONROVIA NURSERY CO.
P. O. Box Q Azusa, Calif.

SITUATION WANTED

Well-known, established nurseryman would like to make contact with reliable west coast nursery, selling on a commission basis in 7 or 8 midwestern states with Chicago as headquarters. Would also like to handle such allied items as peat moss, etc. Presently connected with midwest general nursery. Address Box 438, care of American Nurseryman.

FOR SALE

One of Michigan's largest perennial farms, with profitable chain store package trade. This business could be bought now with full crops all dug at \$60,000 or in the spring after sale of majority of stock at \$30,000. This business has plenty of room to expand as there are 200 acres of land, 2 houses, large barn nearly frostproof, packing house, greenhouse, tractors and tools. Owner wishes to retire. See our \$60,000 fully grown crop in our fields ready to be sold now. Write to Box 335, care of American Nurseryman.

HELP WANTED MANAGER

178-acre Park Lawn cemetery located at Flat Rock, Mich. Founded in 1927. Applicant must have landscaping background. Year-round employment. Write to 6871 Felham, Allen Park, Mich.

FOR SALE

Buyers for nurseries of all types in any part of the country are reached through an ad in this department, the trade's real-estate and business market. The cost of an ad this size is \$9.00.

HELP WANTED

Our southeastern salesman, Mr. Ernest Borowski, has been forced to resign because of ill health. We need a young but experienced salesman to succeed him. We will pay a generous salary plus expenses to start. Life insurance, hospitalization and other benefits are included. This is an opportunity to join a progressive organization with a good line of quality horticultural specialties for florists, nurseries and garden supply dealers. Send complete details in first letter.

McHUTCHISON & CO.
695-N Grand Ave. Ridgefield, N. J.

HELP WANTED

MANAGER TRAINEE
Retail sales. \$300.00 month plus bonus. Excellent chance to advance with earnings \$7,000 to \$8,000. Write giving experience.
Charles Crum
ROSEDALE'S NURSERIES
400 W. Huntington Dr. Monrovia, Calif.

FOR SALE

8-acre nursery in Monroe, Mich. with splendid business reputation. Located in thriving area on well-traveled route. Includes 6-room home and office with attached garage. 50x50-ft. Quonset storage building. 15x18-ft. building suitable for use as additional office or living quarters, trucks, tools, equipment, supplies, etc. Excellent well on the property. Asking \$50,000; \$25,000 down and payments per month. Must sacrifice on account of ill health and age. Address replies to Box 425, care of American Nurseryman.

HELP WANTED ASSISTANT GROUNDS SUPERVISOR

Man with some landscape training and ability to assist in supervision of work related to the construction and maintenance of grounds. 40-hour week. Paid vacation, sick leave and holidays. Apply:

Personnel Office

UNIVERSITY OF CHICAGO
956 E. 58th St. Chicago 37, Ill.

SITUATION WANTED

Age: 52. 20 years of nursery experience. Desires job in salesyard, garden center. Excellent knowledge of nursery stock, perennials, tropicals. Arrange displays, answer questions. Year-round activity. Write Box 437, care of American Nurseryman.

SITUATION WANTED

German nurseryman requires employment. 10 years' experience in stove and house plants, roses, carnations, landscape gardening, etc., with leading firms in Germany, Switzerland and England. Send replies to:

B. FRIEDERICH
8 Gentlemen Row
Enfield, Middlesex, England

FOR SALE

Established retail nursery business located on two main highways in southeast Iowa. Fine location for cash-and-carry trade. Population of trade territory about 50,000. Good, young salable stock, mostly evergreens and shade trees. Long lease on land and buildings. For further details address Box 435, care of American Nurseryman.

HELP WANTED

Landscape planting foreman able to follow blueprints. Steady, year-round position. Apply in writing, stating experience, to:

MILLANE NURSERIES &
TREE EXPERTS, INC.
Cromwell, Conn.

FOR SALE

Used complete greenhouses. Used greenhouse materials, glass, pipe, valves, etc. Greenhouses bought for wrecking.

SEABOARD GENERAL SUPPLY CO.
Elizabeth 4-9041 Waverly 6-0404
1080 Magnolia Ave. Elizabeth, N. J.

FOR SALE

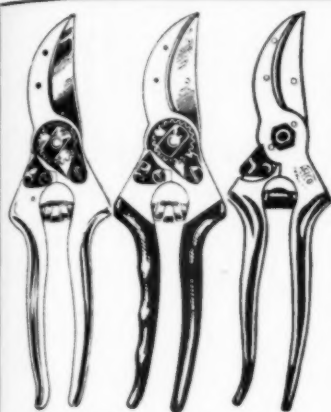
Retail nursery, lawn-service and tree-service business. Also building toward a retail garden center. Good territory to work. Approximately \$10,000 worth of equipment plus inventory. Close to wholesale nurseries. 1956 gross income \$42,000. This is located in central United States. For information write Box 433, care of American Nurseryman.

HELP WANTED

Manager for established garden center in the east. Experience preferred. Attractive salary. Address replies to Box 419, care of American Nurseryman.

FOR SALE

Thriving nursery business in fastest-growing area in U. S. 2 3/8 acres good soil, over 5,000 sq. ft. under lath, 1,200 sq. ft. under glass. 20x40-foot garden shop. 600 sq. ft. storage sheds. On a 4-lane highway (not freeway), city 125,000 population. Write Box 439, care of American Nurseryman.



FELCO Pruning Shears

Made in Switzerland

Wide comfort handles made of unbreakable light metal, weight 8 or 9 oz. Clean cut — precision — replaceable blades — full guarantee.

Request illustrated folders.

HERMANN A. WIRTH

Levittown, N. Y.

WANT ADS

Display: \$4.50 per inch, each insertion.

Lines: 40¢ line; minimum order \$4.00.

FOR SALE

Lath house 30x50 ft., 4x4 posts, 2x6 frame, green Alumalath sides, cedar lath roof. Modern prefab sales building, 16x16 ft., flat roof, 2 picture windows. Racks for packaged shrubs, 100 ft. of rustic picket fence. Unit used as a small garden shop for 3 years. All fits on one semitrailer. Write or call:

CLEGG'S NURSERY
Plainfield, Ill.

FOR SALE

Landscape contracting business in mid-south area. Latest equipment and machinery adequate for large landscape jobs. Small nursery. Good business property. Contracts on hand into 1958. Nets \$15,000 to \$20,000 per year, will do much more. Well-established firm in on ground floor in federal highway program. Good personnel. Will take substantial outlay to handle. Inquiries invited from qualified buyers. Write Box 420, care of American Nurseryman.

BUSINESS OPPORTUNITY

Landscape contractor, college graduate, presently engaged in sod-growing business. Owns 375 acres farmland and 13 acres land on well-traveled highway just outside of metropolitan Toronto, Ont., Canada. \$100,000 turnover yearly. Seeks working partner to establish a garden center and nursery. Investment required: \$30,000 in cash or notes. Prefer college graduate with initiative and ability to take complete charge. Interested parties please contact Box 436, care of American Nurseryman.

FOR SALE—Businesses may be offered for sale by use of a want ad liner such as this. Cost: 40¢ per line (minimum order \$4.00). Your ad will be seen by more than 9500 American Nurseryman readers.

representatives to urge them to take an objective view of this problem.

Eugene Armstrong, Sacramento, gave the report for the highway committee, of which his brother Charles was the chairman. Most noteworthy was the fact that the highway division had awarded contracts to nurserymen this year for 38,835 trees, 113,075 shrubs and 610,300 ground cover plants.

Treasurer Fred Fick, Sacramento, reported the association in good financial condition, with a surplus of \$24,000 in a \$45,000 budget to complete the rest of the fiscal year and cash in the bank amounting to \$30,000.

Vice-president Willis Stribling, Merced, reported the membership now totals 1,004, a net gain over last year of 46 regular members, three associate members and nine affiliate members.

Merchandising Panel

One of the highlights of the convention was the panel on merchandising moderated by Gordon Baker Lloyd, of Gordon's Garden, well-known Los Angeles TV show. James Perry, of Perry's Plants, Montebello, suggested merchandising plants in flats through use of color in the plants or by pictures in a folder available to the customer, presenting an ample display of material in season or at its best at the time.

Norman Springer, of Bandini Fertilizers, Los Angeles, showed samples of display cases easily assembled by the owner and told of his firm's plan to design layouts and supply display fixtures for garden stores to further the display of garden supplies in nurseries.

Mrs. Ronald Jensen, who operates the Haysced Garden Center at La Mesa, told how to conduct a store-sponsored garden club. She told how the club she had started two years ago has grown from a handful of enthusiasts to a group of 250 to 350 meeting monthly and a total membership of 948. Meetings are held at the store, and refreshments are served. A person attending his second meeting is accepted for membership without dues and receives a card entitling him to a 10 per cent discount on plants and some types of supplies.

Inventory System

James Norman, R.S.C., Soil Conditioner, Monrovia, told how useful to a nurseryman a stock-control system would be. In addition to preventing lack of items and disappointed customers, the system will avoid the confusion of jobber sales-

clip and mail this coupon today

SAMUEL CABOT INC.

1021 Oliver Bldg., Boston 9, Mass.

Please ship _____ pints (12 per case) @ \$.40 each

Please ship _____ quarts (12 per case) @ \$.60 each

Please ship _____ gallons (4 per case) @ \$1.80 each

(All prices f.o.b. Boston)

_____ please quote discounts

T.H.P.

to really protect wounds and prevent decay



Cabot's Tree Healing Paint is a carefully prepared bituminous paint for protecting live wood and preventing decay. For years, leading arborists and foresters have been using Cabot's because it

- is ideal for painting wounds, cuts, broken limbs
- produces a black, tough, elastic, quick-drying coating
- is made of materials beneficial to trees
- stimulates growth of new bark
- excludes moisture — prevents evaporation of sap
- can be used in any season
- easily applied with paint brush

A quality product from Cabot Laboratories
...manufacturing chemists since 1877

Samuel Cabot



Oregon English Holly

TEUFEL'S "HYBRID" PREMIUM GRADE

SELECTED DARK GREEN HEAVILY BERRIED SPRAYS

10 lbs. per carton	\$ 7.50
25 lbs. per carton, long	18.75
50 lbs. per carton, long	37.50

SELECT GRADE

GLOSSY green foliage with lots of red berries

\$6.50 per 10-lb. carton \$60.00 in lots of 100 lbs.

Selected shorter sprays also packed in:

ONE-POUND BOXES

\$10.80 per carton of 12 1-lb. boxes

\$13.50 per carton of 12 1-lb. boxes

WITH TRANSPARENT WINDOW

berried green

\$13.50 per carton of 24 ½-lb. boxes

berried variegated

\$16.00 per carton of 24 ½-lb. boxes

thornproof transparent bags

Approx. ½ lb. each—berried green holly, \$16.00 per carton of 25 bags

TEUFEL'S VARIEGATED BERRIED HOLLY WITH LOTS OF RED BERRIES THIS YEAR

10 lbs. per carton\$8.75

25 lbs. per carton, long, \$21.85

50 lbs. per carton, long, \$43.70

Grown and packed by . . .

GEORGE TEUFEL'S HOLLY FARM

(More than 150 acres of producing holly orchard)

7307 WEST BARNES ROAD

ILLUSTRATED PRICE LIST ON REQUEST

PORTLAND 1, OREGON

CASH WITH ORDER, PLEASE

men's trying to keep up the dealer's stock by observation each time they call. He recommended a simple card file, showing the name of the product, the price, the amount ordered, the date ordered and the source, which could be checked regularly against the store inventory.

The meeting place for the 1958 convention will be Rickey's Studio Inn, Palo Alto. This year's convention had a choice of three convention sites: Long Beach; Los Angeles, and Honolulu, Hawaii. Honolulu was selected for the 1959 meeting place.

Controller Syd Whitehorn was honored at the president's banquet by receiving a special award of a beautiful electric clock from the San Joaquin chapter. Mr. Whitehorn has taken an active interest in chapter and state association affairs for 20 years and has the distinction of serving more continuous years with the board of directors, in the capacity of director and as controller, than any other member. He served as president in 1949-50.

Trade Displays

The trade exhibits were outstanding. In the accessory and mechanical line, displays included Meadows



Model No. 14



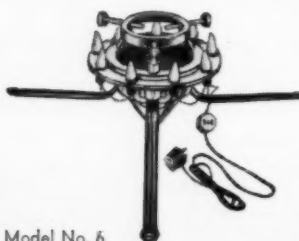
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30 MILLION CHRISTMAS TREES SOLD EVERY YEAR!

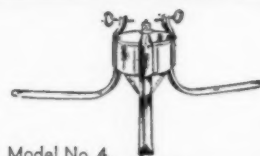
Everyone needs a tree holder. Get your share of this business with the HANDY holders—ten models from which to choose.

User can set up a tree in less than a minute. Holders are well balanced, simple, strongly constructed. Will last a lifetime. Ball-shaped feet eliminate any possibility of marring highly polished floors.

Finishes available from lustrous chrome to red and green high-baked enamel. Electric cords and lights not included.



Model No. 6



Model No. 4

ORDER FROM
HANDY THINGS MFG. CO.
Ludington, Mich.

Bros.' huge canning machine in operation and their line of electric trucks, the do-it-yourself shelf and island display fixtures of Bandini Fertilizers, the huge Ortho insecticide exhibit and the "Gordon's Garden" display by Gordon Baker Lloyd. Outside the convention hall, around the pool, were plant exhibits by the Monrovia Nursery Co., Azusa; Doerfler & Sons, Salem, Ore.; Descanso Distributors, Chino, and the Mordigan Evergreen Nurseries, San Fernando.

Robert Kallman, Santa Barbara, who had charge of the trade display section, reported that many potential exhibitors had to be turned away because of lack of space.

Entertainment

The convention entertainment was well planned to allow nurserymen and their wives to visit the splendid restaurants at Santa Barbara. Except for the president's banquet the last evening of the convention, there was no organized dinner program. Instead, the committee provided entertainment with a Mexican and Hawaiian flavor and dancing in the convention hall from 9 o'clock to midnight.

The ladies were entertained the afternoon of the first day with a fashion show and tea around the pool in the beautiful Miramar hotel grounds. On the last day, an afternoon card party at the hotel occupied their attention. Prizes were given at both events. Arrangements were made by Mrs. Bert Kallman.

Play Day

Under the supervision of Finlay MacKenzie, Santa Barbara nurseryman and park superintendent, buses carried the nongolfers on a sight-seeing tour of beautiful Montecito, the Hope Ranch, Santa Barbara, and three large nurseries: Roy F. Wilcox & Co., the Deigaard Nurseries and Kallman's Garden Nursery growing grounds. The tour ended at Kallman's, where refreshments were served by the three nurseries mentioned before a steak barbecue luncheon was served in the city park near Kallman's.

After the barbecue, buses took the conventioners, joined by the golfers, to Cabrillo baseball diamond. The team from the south, managed by Jim Gibbs, Los Angeles, took an early lead and kept it, gaining a 14-to-8 victory over the north.

GRAND opening was held recently for the new Junay's Garden Center, 9520 Southeast Stark street, Portland, Ore.



Sell peat moss the **RIGHT** way—

The RIGHT product—Premier is the big name in peat moss—used by more nurserymen—and sold to more home gardeners—than any other brand.

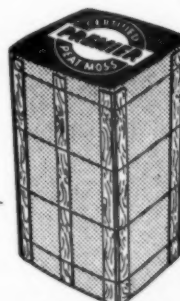
The RIGHT packaging—Premier gives you the finest sphagnum peat moss in clean, colorful, eye-catching packages—weather-proof, rot-proof, no spillage.

The RIGHT service—Premier's extensive resources in Canada and Europe are your assurance of a dependable supply of peat moss.

Sell SOIL X-PEDITER

The ready-to-use, free-flowing sphagnum peat in bags—5 sizes, 2½ to 100 lbs.—plastic protected.

Any combination can be
shipped in one car.



Big value bales

Send for details now on these fast-selling Premier Products—the RIGHT combination for the RIGHT results and the RIGHT profits.

Premier Peat Moss Corp., 535 Fifth Ave., New York 17, N. Y.

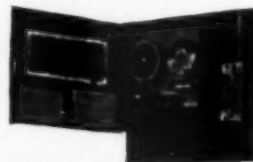
WATCO MISTING SYSTEMS

Used by the leading growers of the country



¼-in. 4W Wide-Angle MISTING NOZZLE
\$8.95 each

**INSURE HEALTHY
ROOTED CUTTINGS —
FASTER
AT LOWEST COSTS
INTERMITTENT SYSTEMS
FOR ALL CROPS
WATCO**



Complete Clock-Timer and full ½-inch solenoid-wired, ready to hang up.

\$65.00

NOZZLES — TIMERS — SOLENOIDS — STRAINERS — ACCESSORIES
LAYOUTS SUPPLIED FREE — SEND FOR BULLETIN No. 30

AL SAFFER, Horticultural Supplies, 130 W. 98th St. New York 1, N. Y.
Oregon 5-2248

... SAFEGUARD Principles Involved YOUR ROSES In Transplanting DURING Nursery Stock SHIPMENT AND WHILE ON DISPLAY



... GIVE THEM
the PROTECTION
and IMPROVED
APPEARANCE
THAT CAN BE
OBTAINED
ONLY WITH
DEPENDABLE

PAXWAX



... AVAILABLE IN
GREEN AND
CREAM COLORS

*Write for Details
and Prices Today!*

NATIONAL WAX CO.

1300 W. Division St., Chicago 22, Ill.

Principles Involved In Transplanting Nursery Stock

By F. R. Brison

Horticulture differs from other types of agriculture in that plants are regularly started in a temporary location and later moved to a permanent location. The critical operation of transplanting, upon which a plant's life depends, is of vital concern to the nurseryman. The recovery, re-establishment and renewed growth of a transplanted plant depends largely upon three factors, moisture balance, nutrient supply and survival of the plant until it becomes re-established.

Moisture is essential for survival and growth of plants, and moisture loss must be balanced during the transplanting period by moisture intake. The intake of moisture is accomplished largely through roots, and, hence, factors and conditions that influence the presence, formation and functioning of roots have a direct bearing upon the intake of moisture. The actual absorption of moisture is performed by small root hairs or other small feeder roots of a plant.

When a plant is transplanted bare root, these root hairs and feeder roots are almost invariably destroyed. This is surely true when plants are dug, packed and moved great distances — and perhaps heeled-in once or twice in the process. Such plants then have no feeder roots; furthermore, they have no roots capable of forming new feeder roots directly. They must first form new adventitious roots from the cambium layer of old roots, and these adventitious roots can then form feeder roots and provide for the needed moisture intake. Plants that are moved balled and burlapped are obviously in better condition to obtain moisture and become re-established, since they have all or some of their feeder roots intact and have uninjured root tips which continue to produce more feeder roots in regular fashion.

The actual regeneration and

An address, "The Principles Involved in Transplanting Nursery Stock," delivered by Prof. F. R. Brison, department of horticulture, Agricultural and Mechanical College of Texas, College Station, at the Texas Association of Nurserymen's short course last May.

CHRISTMAS TREES

The finest in Balsam Fir shipped direct from our own grounds in Nova Scotia, Canada.

Individually graded for quality, freshness and size.

Carloads, approximately 1700 trees—your choice of size assortments.

WRITE FOR OUR NEW ILLUSTRATED CATALOG

WE HAVE BULLETINS AND BOOKS. LETS ON:

- Facts about retailing of Christmas trees.
- How to wholesale most profitably.
- Baled greens—Balsam wreaths by Hoffer.
- Nursery-grown Pennsylvania Scotch Pine trees by Hoffer.

HOFFER CHRISTMAS TREES

209 Colfax Rd.
Havertown, Pa.

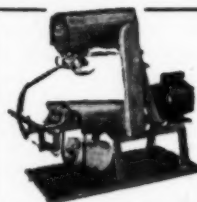
Phone: Hilltop 6-0748

CHRISTMAS DECORATIONS SINCE 1900

Evergreen Garland and Wreaths
Southern Balsam (Fraser Fir)
Sprays — Boxwood Tips — Galax
Green Sheet Moss
Nativity Scenes

Call, wire or write, stating the item and quantity desired, and we will be pleased to give our best quotations. Ask for our catalog. For best results send in your order early.

APPALACHIAN EVERGREEN CO.
Boone, N. C.



FELINS BUNCH TYER

Automatically adjusts itself and ties any size bunch up to 10 ins. in circumference. Ties roots, glads, seedlings,

as well as any other type nursery stock and cut flowers. Fast and efficient. Tying mechanism inverted so that dirt will not get into it, contributing to longer life.

FELINS TYING MACHINE CO.
3351 N. 35th St.
Milwaukee 16, Wis.

growth of roots essential for the renewed growth of transplanted plants is influenced by several conditions and factors. Plants of some species form new adventive roots readily and abundantly. These plants quickly provide for the absorption of moisture and readily become re-established when transplanted. The stone fruits are examples of plants of this class. Plants of other species recover slowly or fail entirely, because they form new adventive roots slowly and, initially, in small numbers. The pecan and walnut are examples of plants of this class.

The formation of new roots is also influenced by stored plant food within the plant. A generous supply is favorable and a paucity is unfavorable to new root formation. The nurseryman can ensure a sufficient supply of stored plant food in his stock by providing for good, normal growth and producing plants that are neither dwarfed nor excessively luxuriant. Both second growth and premature defoliation are deleterious to the stored plant food supply.

Small Roots Valuable

Small roots are potentially more valuable for the generation of new adventive roots than large ones, and they can be produced by judicious root pruning the season previous to digging. Small roots, however, are more likely to be damaged by exposure than large ones; hence, greater care and more protection is required to fully capitalize on them.

The formation of new roots is closely associated with leaf growth. The best season for transplanting pecan trees is spring, when the period of new root formation will coincide with the formation of new leaves. Certain hormones, particularly indole-3-butyric acid, are being used advantageously to stimulate new roots on transplanted trees. One novel method of introducing the hormone into the plant is to insert toothpicks soaked in the hormone into small holes bored into the tap and large lateral roots. Obviously, the environmental factors of soil temperature, moisture and aeration also have a definite influence upon new root formation and, indirectly, upon the important process of moisture absorption.

As another means of maintaining the moisture balance of a transplanted plant, one may reduce the rate of moisture loss from the plant by transpiration. This may be accomplished by transplanting during the dormant season or any period of restricted growth, by reducing the

Increase CASH and CARRY SALES

with the Silent Salesman

(The FIRST Complete Marking System)

Progressive nurserymen everywhere — faced with the problems of seasonal sales and a shortage of trained help — are installing the Silent Salesman. This new marking system answers about 90% of all customers questions permitting each salesman to handle many additional people during periods of peak sales.

You, too, can increase your cash and carry business without adding another man.

Modern garden centers everywhere are doing it.

write direct for complete information

Or send \$5.00 for set of samples to:

GROWERS SIGN SERVICE
Dept. A TALLMADGE, OHIO



The Original SWISS ROTARY TILLERS



GROWERS' CHOICE FOR TWO GENERATIONS

**UNBREAKABLE, CLOG-PROOF DIGGING TOOLS
REVERSE-A-MATIC DESIGN FOR ATTACHMENTS**

Write for details of new models or repair parts for old models.

E. C. GEIGER CO. P.O. Box 270 NORTH WALES, PENNSYLVANIA
U. S. A. Distributor

NEW LABORSAVING LABEL



Quick as a snap of your fingers.

The easy, simple method of application makes **SNAP-IT-ON** the most efficient label available for **PLANTS, TREES, SHRUBS** and **VINES**.

It is the spring-like coil that does the trick. Simply place one finger behind the coil (as illustrated) and press it against the branch. The band will open and pass over the branch, then snap into place, completely encircling the branch.

Made of durable, long-lasting **WEATHER-RESISTANT VINYL PLASTIC**; **WEATHER HAS NO EFFECT ON THE LABEL OR THE PRINTING INK USED.**

The plastic spring-like coil will expand with the growth of the plant and no future adjustment is necessary. **IT WILL NOT GIRDLE AS WITH WIRE OR OTHER TIES.**

DISTRIBUTORS WANTED

MANUFACTURED EXCLUSIVELY BY **CALIFORNIA GARDEN SPECIALTIES.**

The world's largest manufacturer of redwood planter boxes.

WRITE FOR COMPLETE CATALOG OF REDWOOD OCTAGON PLANTERS, TRELLIS, GREEN MOSS TOTEM POLES, HANGING BASKETS AND OTHER REDWOOD PLANTERS.

CALIFORNIA GARDEN SPECIALTIES

2648-2660 Lacy St.

Los Angeles 31, Calif.



Proof.

BALL SOUND

HEALTHY ROOT GROWTH

BURLAST WATER MIXED COMPLETELY SAFE

COST LESS THAN 1/2 PER BALL



Illustrated is a **Gardenia Mystery** plant stored more than five months in shavings and soil mixture.

Burlast is a dry powder to be mixed in water for treating burlap. Burlast-treated ball wraps resist rot and decay from three to six months to prevent broken balls and ruined plants.

Burlast is ideal for the retail yard that grows its own stock; perfect for the wholesaler who seeks ways to improve his service and his stock.

Burlast is effective, safe, economical, practical.

Write for full information and prices today.



HILL'S NURSERY, Burlast Division, P. O. Box 43, VICTORIA, TEXAS

Member: American Association of Nurserymen
Texas Association of Nurserymen
Texas Landscape Association

Please Mention **AMERICAN NURSERYMAN** When Writing Advertisers.

Hawaiian FERNWOOD **Poles** **California Redwood**
Plants only to 11'-12'
Send for catalog
FERN HAWAII COMPANY, Inc.
P.O. Box 216 111 West 'C' St.
TE. 4-5101 WILMINGTON, CALIFORNIA

Ideal Garden Gadgets...
Metal label markers with heavy-duty steel stakes and aluminum labels.
Send for folder today.
LANSING SPECIALTIES MFG. CO.
Dept. AN 97, 810 Clark Rd., Lansing 17, Mich.

top, by partially or completely defoliating the plant and by coating the top with materials ranging from wax to water.

The ability of a plant to obtain the essential nutrient supply is closely associated with its ability to obtain moisture. If a plant is obtaining adequate moisture, the nutrient supply is seldom a limiting factor in recovery, except in extremely poor soil.

Survival

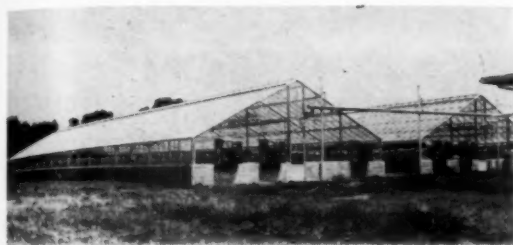
A plant, of course, must remain alive until sufficient time elapses for it to form new roots and resume growth. Its ability to do this is determined largely by its stored food supply and by the environmental conditions to which it is subjected while being moved. The stored food supply in the plant is the source of energy by which it produces new roots and new foliage. Any growth that takes place while a plant is in the heeling-in yard or in storage reduces the amount of stored food and diminishes its chance of survival. A plant should be handled so that its stored food is largely unconsumed until the plant is moved to the permanent location. The practice of exposing to the air the roots of plants that have started growth in the heeling-in yard is effective in stopping growth, but the growth of the plant and also the exposure have an adverse effect on the stored food supply in the plant. Stored food is the source of energy for the physiological process of respiration, which occurs much more rapidly at high temperature than at low temperature. Therefore, it is important to keep nursery stock at a cool temperature from digging until planting time.

NURSERY SALESMANSHIP

[Continued from page 14]

prospect. He receives her order graciously, suggests additional needed material and leaves with her his company's new rose folder or latest monthly garden hint publication.

"Mr. \$200 and more" follows much the same beginning as does "Mr. \$85." He does discuss the prospect's problem, however, during his appointment-scheduling phone call. When he arrives at his appointment he inquires how last year's Moraine locust is doing. (You see, he has checked her purchase record before going out.) She is at once impressed by his personal interest and memory and enthusiastically praises the tree's fine growth. Psychologically this does something more. It provides the prospect an es-



WALKER'S FLORIST, Winston-Salem, N. C. 2 Metrolume steel framers, 39 ft., 6 ins. wide by 148 ft., 5 1/8 ins. long.

SAVE ON EXPENSIVE ERECTION AND MAINTENANCE COSTS

METROLUME THE ALL-ALUMINUM GREENHOUSE

**completely fabricated—
no cutting, notching, drilling or tapping**

The finest greenhouse available is METROLUME—and it is also the most economical. Utilizing all the latest advances in design and service, this all-aluminum greenhouse gives you dependable, weatherproof service and lifetime durability. Completely fabricated, it enables you to save on initial erection costs—and because of its sturdy, maintenance-free construction, you save on maintenance materials, fuels, paints, labor. Take advantage of these big yearly savings that more than compensate for any slight price differential between Metrolume and the conventional greenhouse. You cannot afford to be without the best—and the best is METROLUME. Investigate the Metrolume story today. Consultation and estimates are free.

*METROLUME'S SUPERIOR FEATURES:

Welded Sash—

Only one on the market with watertight joints. No preassembling, no expensive labor costs.

Ridge—

Exceptionally strong, supports the roof bar, not vice versa. Designed with socket-hinge arrangement to permit attachment of either continuous roof glazing or ventilating sash . . . in any combination. Installed in conventional proved manner.

Door—

• All-Aluminum door with aluminum door lock and stainless steel door hinges.

Glazing—

Superior glazing cap holds glass firm. Tightest method known, glass cannot move. Keeps in expensive fumigating gases, minimizes glass breakage and saves fuel. Metrolite glazing compound has indestructible asbestos fiber, guaranteeing lasting tightness. Same compound used in expensive Thermopane installations where lifetime performance and sealing qualities are essential.

Glazing Header—

Notched to fit over aluminum roof bars insuring watertight connections.

Gable Rafter—

Extruded as one-piece section with same design features as roof bar. Generous overhang receives gable bars with maximum protection against water seepage, escape of warm air and drafts.

Roof Bar—

Most rigid bar developed (1 1/2"x2 1/4" ins.). Provides great versatility for fastening anything to it without drilling or tapping. Bars have serrated bottoms to eliminate annoying secondary condensation and have ample gutters for primary condensation.

Eave—

Combination condensation gutter glass stop and socket-hinge arrangement. Dependably strong and sturdy.

Corner Bar—

Designed specifically to receive gable glass and make weather-tight connection at gable rafter junction.

Get the complete information about Metrolume today.

Call, wire, write . . . we'll be happy to assist you. No obligation, of course.

***NO WOOD USED ANYWHERE**

GROWING WITH AMERICA SINCE 1871

METROPOLITAN GREENHOUSE MFG. CORP.

Greenhouse Builders — Heating Engineers

Executive Offices

1869 Flushing Ave.

BROOKLYN 37, N. Y.

HERE'S WHAT PROMINENT NURSERYMEN SAY ABOUT NO-ROT BURLAP

For further information
and immediate attention
call **COLLECT ELIZABETH 4-3115** —
or mail this coupon.



Form Letter 9-1119

VISSER'S NURSERIES
JOHN VISSER, Prop.
MERRICK ROAD
SPRINGFIELD GARDENS 26, L.I.C., N.Y.

May 14, 1957

New Yorker Bag & Burlap Company
651 Marshall Street
Elizabeth, N. J.

Gentlemen:

No-Rot Burlap squares have proven satisfactory to us and we find that it lasts about six months.

We also feel that in view of the increased cost we have affected an over-all saving.

Very truly yours,
John Visser
VISSER'S NURSERIES

JV:AS

Form 4-1041

the begick nursery

Route 4 (Rt. 47)
Bay City
Michigan
TWInbrook 2-3003

May 15, 1957

New Yorker Bag & Burlap Co.
651 Marshall St.
Elizabeth, New Jersey

Gentlemen:

"We are using your No-Rot Burlap and are very satisfied. In our experiences we made an artificial peat ball on some shade and ornamental trees and shrubs in April and they were still intact when we planted some of these in November although of course the roots were growing thru. At any rate, they needed no re-burlapping and a big factor was that we were able to move peat-balled trees in full leaf in midsummer. Your burlap is by far the best quality we have ever had."

Yours very truly,
THE BEGICK NURSERY
Ester O. Begick
LB/ea

Plant America!

New Yorker Bag & Burlap Co.
651 Marshall St., Elizabeth, N. J.

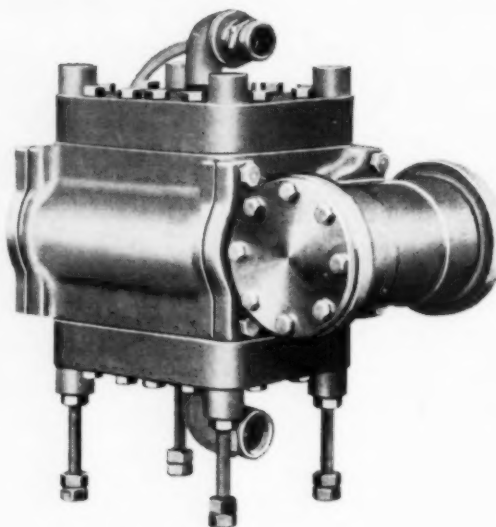
Send sample and price list on No-Rot.

Mr. _____

Company _____

Address _____

City _____ Zone _____ State _____



MEASURE MIX

LIQUID FERTILIZER DISPENSER

ACCURATELY measures fertilizer and mixes it with water in a **SAFE** proportion.

The Smith Measure-Mix is an automatic, accurate, dependable, non-hazardous device for injecting liquid fertilizer solutions into the water supply. It is driven by the flow of the water, so requires no electric power connections or gasoline engine. All the water used in feeding must flow through the machine. Accuracy is guaranteed within 10% with all types of liquid fertilizer solutions, and in most services is within 2 to 5%. This accuracy will be maintained regardless of any changes in the water pressure or rate of water flow.

The Smith Measure-Mix gives very satisfactory service in normal use. There are no worries about getting too much fertilizer in the water, resulting in plant losses from "burning." If anything ever goes wrong with a machine, it applies less fertilizer, never more.

Model R-3 for 3/4" hose connection (portable unit) will handle up to 15 gallons per minute of water. Model R-8 for 2" pipe connection (usually permanently mounted, but can be portable) will handle up to 100 gallons per minute of water. Either model can be made to proportion liquid fertilizer in any amount desired.

Write for free descriptive literature, prices, instruction sheet, and list of growers using this equipment.

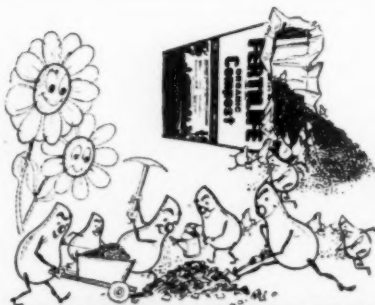
SMITH RYan 12293 and RYan 12691
PRECISION PRODUCTS CO.

1135 MISSION STREET, SOUTH PASADENA, CALIFORNIA

cape or relief from the tension most customers have at the beginning of a visit from a person whom they feel is trying to sell something.

Album Approach

As the discussion continues, the seller makes inquiries, without being forceful or pressuring his ideas. The questions allow the buyer to arrive at his points of view. I know one "Mr. \$200 and much, much more" who at this point asks the client if she would like to look at a photo album of some of his jobs—perhaps as an aid to better picturing just what she had in mind. This type of selling has the greatest stimulant. The prospect sees a lovely arrangement and immediately pictures the same beautiful effect on her property. She imagines the enjoyment and pride such a development would give. The seller selects a paralleling example, explaining the original problem and how it was beautifully overcome and gives an idea of the cost. He might mention that a particular effect cost \$2,500. He has subtly made a statement of fact. He now lets her continue. If she asks more about this type of job, she's actually telegraphing to his alert sales mind that he is on the right highway! That's just what he wants to know. On the other hand, she



**SALES
ALIVE**
with

FERTILIFE

The Amazing Organic Compost that's Fertile and Full of Life!

This fall sell "live" Fertilife . . . composted from rich Chicago Stock Yards cow manure. Has multiplied bacteria, concentrated plant food. No weed seeds, no offensive odors.

Fertilife puts "new life" into soil . . . into lawns, flowers, shrubs and trees . . . "new life" into your fall sales!

FERTILIFE "GROWS" BUSINESS IN YOUR OWN BACKYARDS

1. TAGS for Your Nursery Stock
2. ADS in Your Newspaper
3. SALES LITERATURE
4. COLORFUL DISPLAYS in Your store
5. TV & RADIO Commercials by John Ott



LIBERAL PROFITS! SUPER-SERVICE!

As a Fertilife Dealer, you have an excellent mark-up, two-season seller, fast turnover. Prompt delivery from more than 100 wholesaler warehouses. 5 and 50-lb. bags in air-tight polyethylene. Ask your distributor or write us. **DISTRIBUTORS**—Get details on liberal profit franchise with free advertising and sales promotion.

CHICAGO STOCK YARDS COMPOST CO., 5036 W. Exchange Bldg., Union Stock Yards, Chicago 9, Ill.

may lose some of her enthusiasm. This often reflects a desire to spend a smaller amount on landscaping. This sign, too, is helpful to him.

Naturally, this type of approach requires skill in presentation and alertness to signals. But the points in mentioning this technique are noteworthy. One, it is an example how one successful salesman sells the big jobs. The neighborhood, size of home and type of automobile are all helpful in gauging what can be spent for landscaping. But many times this type of judgment will throw you a mile off course. There are few mistakes resulting from the album type of sales work, if it is properly used.

Second, you are always set for the big sale, yet are in an easy, graceful position to sell the smaller job if that is the type of sale best suited for the client. If there is any question concerning this last statement, just try to move from the smaller job up to the big one and see what reactions you encounter.

The third division of nursery sales is the cold lead. You have never seen the buyer before and he has never seen you nor heard of your nursery. The average man is against you from the start, since more often than not he has been swindled at one time or another by a fly-by-night nurseryman. Possibly he was sold a spraying job for subfreezing winter weather, a bushel or two of black muck or a 4 to 5-foot stick in the ground—all at fancy prices. For those engaged in this phase of selling, definite procedures are essential.

First of all, you have to neutralize the buyer's idea of nursery peddlers before you can hope to sell him anything at any price. When this is accomplished, you sow in his mind the idea seeds of the thing you want to sell. Next, you satisfactorily answer any questions he has regarding your product. Your order comes when the prospect finds out for himself the need for your plants or service. Again, I say, this type of selling is tough!

"Mr. \$65" has rough going in this league. He's out from morning till night and returns with little. So discouraging is this that one of two things usually happens. Either he quits and seeks an easier job, perhaps as a lion tamer, or the school of hard knocks graduates him up to the next level of selling.

"Mr. \$85" approaching a cold lead asks if increasing the value of his home \$500 by means of a few plants has ever occurred to him. This one question has neutralized the prospect's mind, sown seeds of



NOW... the new 7"x7" UNION PLASTIC POT!

During recent months, growers in many parts of the country have asked for a 7" x 7" pot for some varieties of plants. Now... Union presents it as the latest addition to the Union Line of Plastic Flower Pots.

Filling a gap between the 6-inch and 8-inch sizes, this new 7-inch Pot provides ample room for the roots of many of the larger and more luxuriant varieties. Available in all standard colors as well as marbled utility, it's a size that will meet the needs of growers from coast to coast.

If you operate a gift shop or garden center, write for the new Union gift shop catalog showing a complete line of plastics for home and garden.

"A size for every growing need!"

UNION PRODUCTS INC., Leominster, Mass.

Please Mention AMERICAN NURSERYMAN When Writing Advertisers.

Peat Moss

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Polyethylene Film

Burlap Squares

Menne-Pots

Cloverset Pots

Snow Fencing

Nurseries

Wilt-Pruf

Wood Labels

A Complete Line of Truck Farm Containers and

The New "45" All-Purpose Tar Paper Pot in All Sizes

NEW JERSEY FARM SUPPLY COOP. ASSN., INC.

447 Market St.

EAST PATERSON, N. J.

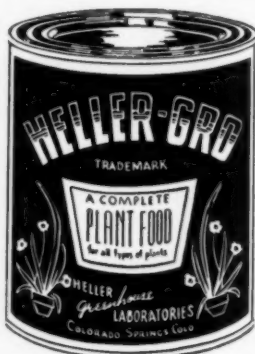
Phone: FAirlawn 6-2342

Manufacturers and Distributors of Tar Paper Pots

Heller-Gro for propagation

When you use Heller-Gro, you get strong root systems from cuttings in less time than you would believe possible! In some cases, the sturdy, rapid growth has made it possible to eliminate the potting step completely; the cuttings are moved directly from propagation benches to the field!

Heller-Gro is a complete plant food, in paste form. It dissolves completely. All ingredients are U.S.P. laboratory grade.



**USED AND RECOMMENDED
BY LEADING NURSERYMEN
FROM COAST TO COAST**

3 1/4-oz. tubes, 1-lb. cans, 3-lb. cans, 50-lb. pails

Write for FREE TRIAL SAMPLE.

HELLER GREENHOUSE LABORATORIES

Dept. 39

218 E. Pikes Peak Ave. Colorado Springs, Colo.

"When I used AQUA-GRO last summer on nursery stock in cans I found I could water in much shorter time, with little water loss from run-off. Canned material always had hard dry cores because of the way soil pulls from the sides of the can. We cut open several treated pyracanthas—found the soil thoroughly moist and soft. Count on us for a wider use of AQUA-GRO next year."

"We found a reduced water run-off from our raised beds in the sales-yard after treatment with AQUA-GRO. A comparison of the treated and untreated beds of azaleas showed a heavier lateral growth, giving a heavier plant, in the treated section. The increase in size of plants was the same. The treated beds stayed moist longer and were easier to water."

"Several areas were treated with AQUA-GRO to demonstrate benefits available to landscapers. Some of these lawn areas were under Silver and Norway Maples. In only two weeks we observed a very noticeable improvement. The grass in all treated areas was much denser, had better color, grew at an increased rate. We understand that golf courses using AQUA-GRO find these same benefits."

says—

Mr. Stanley M. Leighton, The Whitmarsh Nurseries, Plymouth Meeting, Pa.

says—

Mr. William Lummis, De Cous Nurseries, Haddonfield, N. J.

says—

Mr. C. Arthur Righter, C. Arthur Righter, Glenside, Pa.



AQUA-GRO®

NON-IONIC ORGANIC WETTING AGENT

AQUATROLS CORPORATION OF AMERICA • 730 Lancaster Ave. • Bryn Mawr, Pa.

1 gal. makes 128 gal. of treated solution. Treats 20,000 balls, 50,000 pots, 20,000 sq. ft. **\$15.00**

5 gal. **\$60.00**
Also available in larger sizes.

Please Mention AMERICAN NURSERYMAN When Writing Advertisers.

BALED SHINGLE TOW
(CEDAR SHAVINGS)

WM. A. JOHNSTON

1522 N. W. Thurman St. PORTLAND 9, ORE.

Restore Your Soil to
Virgin Fertility—With

VITALOAM

LABORATORIES OF SOIL
& PLANT RESEARCH, INC.
LANCASTER, OHIO

an idea to be sold later and given the prospect an opportunity to do some of the talking.

There are countless approaches that appeal to the prospect's emotions, cause him to brush other things from his mind and stimulate a desire to learn more about your idea.

Neutralizing Coldness

"Mr. \$200 and more" is a fox at this sort of selling. He realizes that cold-turkey leads are the hardest of all sales. So conscious is he of this fact that he goes to great lengths to reduce them to warmer leads. How is this done? He enlists aid from those he knows. If he did a job down the street he maneuvers some kind of a tie-up so as to avoid that completely cold frontal assault. Sometimes the key is a member of his lodge, church, club, fraternity or any civic organization. The more keys he has, the easier this type of entry becomes. If all other efforts fail, he can always inquire next door what the chap's name is, anyway. We are all pleased to hear our own names. If it is a new home, "Mr. \$200 and more" first contacts the architect or builder. With the cold factor neutralized, the owner's resistance has been appreciably reduced.

Finally, keep this in mind. Be pleasant, distinct and clear-spoken, neat and clean in appearance, punctual and well prepared and radiate the enjoyment of your work. Remember always that you are not asking for something but, rather, you are giving.

BARK AS SOIL IMPROVER

Development of a method to convert tree bark into an inexpensive and unusually effective soil builder is announced by scientists of the Armour research foundation, Illinois Institute of Technology, Chicago, Ill.

Normally a waste material of the lumber, pulp and paper industries, the bark was shown in tests to be more effective in promoting growth of greenhouse and field crops and in improving the soil than either peat moss or a commercial conditioner.

The bark soil builder, in conjunction with fertilizer, turns clay and sand into soil in which plants grow at a surprising rate, according to Dr. C. Roland McCully, scientific adviser in the foundation's chemistry and chemical engineering research department.

Dr. McCully states that the soil builder loosens the soil and improves its moisture-holding capacity, serves as a base for fertilizer and controls

HERE IS WHY NURSERYMEN PREFER MENNEPOTS

- Superior Strength** Sturdily constructed, the MENNEPOT withstands hard handling.
- Stapled Bottom** Comes completely assembled . . . Potting can start immediately upon arrival.
- Light Weight** The MENNEPOT is economical to use. Light weight makes shipping costs less.
- Drainage** The side-drainage feature makes waterlogging impossible while standing in salesyard.



Size 0 Top . . . 4 ins. Bottom 3 1/2 ins. High . . . 4 ins. Weight per 100 Regular 10 lbs., Heavy 25 Regular Weight Price 100..\$2.75 1000..\$25.00 Heavy Weight Price 100..\$3.75 1000..\$35.00	Size 0 1/2 Top . . . 5 ins. Bottom 4 ins. High . . . 5 ins. Weight per 100 Regular 12 lbs., Heavy 30 Regular Weight Price 100..\$3.50 1000..\$32.50 Heavy Weight Price 100..\$4.50 1000..\$42.50	Size 1 Top . . . 6 ins. Bottom . . 5 ins. High . . . 6 ins. Weight per 100 Regular 15 lbs., Heavy 35 Regular Weight Price 100..\$4.00 1000..\$37.50 Heavy Weight Price 100..\$5.25 1000..\$50.00	Size 2 Top . . . 7 ins. Bottom 5 1/2 ins. High . . . 7 ins. Weight per 100 Regular 24 lbs., Heavy 55 Regular Weight Price 100..\$4.50 1000..\$42.50 Heavy Weight Price 100..\$5.75 1000..\$55.00
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Size 3 Top . . . 8 1/2 ins. Bottom 6 1/2 ins. High . . . 9 ins. Weight per 100 Regular 30 lbs., Heavy 70 Regular Weight Price 100..\$5.00 1000..\$47.50 Heavy Weight Price 100..\$6.25 1000..\$60.00	Size 4 Top . . . 10 ins. Bottom . . 8 ins. High . . . 10 ins. Weight per 100-120 lbs. 100..\$11.00 500..\$52.50 1000..\$100.00 *Heavy Only— For trees and shrubs.	Size 5 Top . . . 12 ins. Bottom . 10 ins. High . . . 12 ins. L.G. POT Weight per 100-250 lbs. 20..\$30 ea. 100..\$27.50 500..\$125 1000..\$225 *Special for extra-heavy trees and large shrubs.	Size Pan Top . . . 8 1/2 ins. Bottom 7 1/2 ins. High . . . 5 ins. PAN Weight per 100 Regular 30 lbs., Heavy 70 Regular Weight Price 100..\$5.00 1000..\$47.50 Heavy Weight Price 100..\$6.25 1000..\$60.00
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NEW YORK	Jackson & Perkins Co., Newark, N. Y. Gar Prod., Inc., Queens Ave., Lindenhurst (Long Island), N. Y.
OHIO	Skill Distributing Co., 500 E. 98th St., Cleveland, O. I. G. Harmon & Son, 1800 19th St., Canton 4, O.
PENNSYLVANIA	E. C. Gelger, North Wales, Pa. Verscharen's Garden Centers, Rt. 51, Brentwood, Pittsburgh, Pa. Rt. 88, S. Park, Pittsburgh, Pa.
NEW JERSEY	New Jersey Farm Supply, 449 Market St., East Paterson, N. J. Somerset Rose Nursery, Inc., New Brunswick, N. J.
MICHIGAN	Michigan Bulb Co., 845 Ottawa, N.W., Grand Rapids, Mich. Growers Exchange, Inc., P. O. Box 397, Farmington, Mich. Strickland Seed Store, 1429 Gratiot Ave., Detroit, Mich.
RHODE ISLAND	American-Dutch Trading Co., Inc., 47 Coddling St., Providence, R. I.
CANADA	The Sheridan Nurseries, Ltd., Sheridan, Ontario, Canada.

500 of a size takes 1000 rate in sizes 0-0 1/2-1-2-3-Pan. Regular-weight pots packed 100 and 200 per carton in sizes 1-2-3-Pan. Size 0, 250 only. Size 0 1/2, 200 only. Heavy pots are packed 250 per carton in size 0; 100 per carton in sizes 0 1/2 and 1; 50 per carton in sizes 2, 3, Pan and 4, and 20 per carton in size 5. NO BROKEN CARTONS.

SEND \$1.00

FOR COMPLETE SET OF 14 SAMPLES.

THE MENNE-POT, INC.

NORTH TONAWANDA, N. Y.

Phone Ludlow 4444

Prices Vary Slightly in Areas Served by Distributors
DISTRIBUTORSHIPS OPEN IN SOUTHERN STATES

the rate at which the plants obtain their food from the soil. The latter characteristic is the one which makes the soil builder most valuable, he indicates.

Production of the soil builder is accomplished through several steps. The bark is ground, and the tannin is condensed by the addition of formaldehyde. After acidification with hydrochloric or sulphuric acid, the mixture is heated to complete the condensation process. Water and excess chemicals are removed, and the material is washed and dried.

Dr. McCully declares that the average life of the product in the soil is about five years. He explains that the soil builder itself does not fertilize the soil.

KENNETH HAYSLER, Clover-set Farm, Kansas City, Mo., will give a series of television talks on WDAF-TV through the fall season. The programs are scheduled for Friday evenings, from 9:30 to 10 o'clock.

**ELIMINATE DRY AIR
IN YOUR GREENHOUSE**

and grow healthier plants

**with STANDARD
AUTOMATIC Humidifiers**

Don't hesitate any longer.
Hundreds of users testify to their value.

- No Waste Water
- Water Pressure no Factor
- Powered from light circuit
- Fog-like vapor
- Easy to Install
- Inexpensive to Operate

**Model 31
\$247.50
complete
for medium
sized greenhouses.**

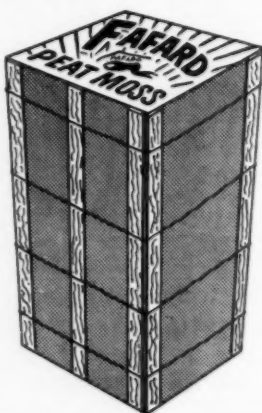
STANDARD ENGINEERING WORKS
PAWTUCKET, R. I.

FAFARD



CANADIAN PEAT MOSS

Available in all popular sizes and wrappings. Shipments direct from our own plants.



EUROPEAN PEAT MOSS

Available in burlap-wrapped 7.5, 6 and 4.5 cu. ft. bales. Shipments from east coast and gulf ports.



PEAT HUMUS

Available in plastic-lined bags and in bulk. Prices very reasonable.

CONARD FAFARD, INC.

P. O. Box 774 LOcust 7-3316
Springfield, Mass.

BOOK REVIEWS

"HANDBOOK OF HOLLIES"

Anyone interested in hollies will prize a copy of the "Handbook of Hollies," which is the title given to the January, 1957, issue of the National Horticultural Magazine. The tardiness of its appearance is explained by the extra amount of material that was received, which fills a 200-page paper-bound book, with 61 illustrations, most of them handsome photographic reproductions, and a 5½-page index of holly varieties mentioned in the issue. The handbook was prepared by the Holly Society of America in cooperation with the American Horticultural Society. The guest editor was Harry William Dengler, and 26 contributors wrote authoritatively of this subject. The book, priced at \$3 a copy, is obtainable from the office of the American Horticultural Society, 1600 Bladensburg road, northeast, Washington 2, D. C.

The first 85 pages of the book are devoted to varietal descriptions of North American, Oriental and English hollies. Discussions of the various phases of culture and insect and disease control in different parts of the country form the second portion of the book. Finally, the uses of the holly are discussed by a dozen writers. These uses include various forms of ornamental planting, orchard growing in various parts of the country and the care and uses of cut holly. The book is a thorough and authoritative treatment of the holly genus.

NATIVE ORCHIDS

There is one chapter of instruction—on the growing of lady slippers from seeds—in "Orchids for Everybody," by Lee Wickham, just published by Robert M. McBride Co., at \$5. The other three chapters of the 64-page text are the author's reaction to nature and a description of his interest in hardy native orchids and how he came to grow them at Wickham Gardens, in New York state. Supplementing the text is a 32-page section containing reproductions of photographs of the author's haunts and orchid plants.

D. & P. NURSERY is the name given their enterprise by Herman Duvall and Marvin Poupard, Monroe, Mich. Shade trees and evergreens are grown for the retail trade.

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Box elder, green ash and the shrubby silver buffalo berry were successful species. The former two have made an exceedingly good record to date—close to 100 per cent survival and good growth. Silver buffalo berry, only practical species for good bottom protection against wind, did well when planted 12 feet from the nearest row of tall trees, but poorly in all closer rows.

Brittle willow, Daphne willow, northwest poplar and Amur maple, other species tested, are too susceptible to drought. The severe droughts of the mid-1930's took a heavy toll of these trees throughout the area.

Adequate spacing is the most important requirement of the hardy species. A spacing of four feet in the row and 12 feet between rows was about minimum for success with any of the trees, and 8x8 feet was usually better between the tall species. Greater spacing between rows than within the row was best for wind protection. It was difficult to keep down grass and weeds between rows that were over 12 feet apart.

With use of preferred species, best growth and survival were obtained by growing the box elder, a spreading type, in the center rows, flanked by the more upright green ash on either side and silver buffalo berry at the outside. The fast-growing and spreading box elder or brittle willow will overtop and depress silver buffalo berry if grown next to it and at a distance of less than 12 feet.

This experiment and a study of several thousand farm shelterbelts in the northern Great Plains showed it pays to keep down competitive weeds and grass by cultivation so long as it is practical to work between the trees or until the trees shade out the undergrowth. Mulches proved undesirable—caused shallow rooting of the trees, introduced weed and grass seeds and soaked up most of the water from light rains and withheld it from the trees.

FRANK HUNT, Vista, Calif., former San Bernardino nurseryman, recently purchased the Williams & McPherson Subtropical Nursery, Encinitas, Calif.



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Nonparasitic Tree Troubles

By J. C. Carter

Nonparasitic ailments of trees are those troubles caused by nonparasitic or noninfectious agents. Ailments caused by living or infectious agents such as mistletoe, fungi, bacteria and viruses are called infectious ailments or diseases and are not included in this discussion. The noninfectious agents include internal physiological disturbances, weather or climatic troubles, chemical injuries and mechanical injuries.

Diseases that arise within the plant itself are referred to as physiological disturbances or disorders. They frequently arise from deficiencies, excesses, nonavailabilities or improper balance of the mineral elements necessary for normal plant growth. Two common types of physiological troubles are scorch and chlorosis.

Scorch Frequent in Summer

Scorch may occur on any kind of tree. Ash, elm and maple are frequently affected by it. Scorch develops as yellowing or browning of tissue between the veins or along the margins of leaves or as complete browning and withering of leaves. It may be caused by internal physiological disturbances, resulting from unfavorable weather conditions as low temperature or drought, girdling roots or soil area's being too limited for good growth. Scorch develops frequently during July and August when the roots are unable to furnish sufficient water to compensate for the moisture lost from the leaves during prolonged dry periods. Drying winds accompanied by high temperatures will increase the severity of scorch. Trees affected with scorch may lose many leaves during late summer; however, they usually do not die. Trees of low vigor may be aided in overcoming scorch by feeding and watering. Sometimes it may be advisable to remove interfering and weakened branches and thereby reduce the total foliage load that must be supported by the root system.

Trees suffering from lack of available nutrients, such as iron, manga-

nese, boron, zinc and nitrogen, usually show abnormal color of the leaves or abnormal types of growth. Probably the commonest type of deficiency disease is chlorosis, caused by the unavailability of iron. Chlorosis frequently occurs in oak, especially pin oak, and maple and it occasionally occurs in other deciduous trees and in evergreens. In pin oak it develops as yellowing of tissues between the veins of leaves. In severe cases the leaves curl and turn brown along the margins or they develop angular brown spots between the veins. Later the leaves and twigs may die, and the trees may be stunted or killed.

Chlorosis Treatments

Chlorosis may develop because of unfavorable conditions for the utilization of iron in the tree or in the soil. Under alkaline conditions iron changes to insoluble forms. Trees frequently recover from chlorosis when they are supplied with available iron. The iron may be sprayed on the affected leaves, introduced

into the trunk or added to the soil. Spraying the foliage usually corrects chlorosis of the leaves that are treated but is not likely to benefit leaves produced after the iron has been applied. A spray composed of five pounds of iron sulphate, ferrous sulphate, and two pounds of soybean flour in 100 gallons of water is most effective when applied in late spring or early summer, when leaves are increasing in size.

Introducing iron into the trunk of an affected tree may correct chlorosis for several years. The tree may be treated through holes approximately one-half inch in diameter, bored in the trunk to a depth of one or two inches at an oblique angle that slants downward into the sapwood. The iron may be placed in the holes as a dry powder in large gelatin capsules or forced into the trunk in water solution by use of special equipment. The usual dosage is five grams of iron, ferrous sulphate, per inch of trunk diameter. Best results from this method of treating are obtained when the iron is applied be-

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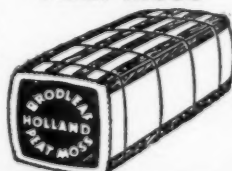
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From an address, "Modern Methods in Tree Practices and Nonparasitic Tree Troubles," by J. C. Carter, head of the section of applied botany and plant pathology, Illinois State Natural History Survey, Urbana, delivered last January at the annual meeting of the Indiana Arborists' Association at Purdue University, West Lafayette, Ind.

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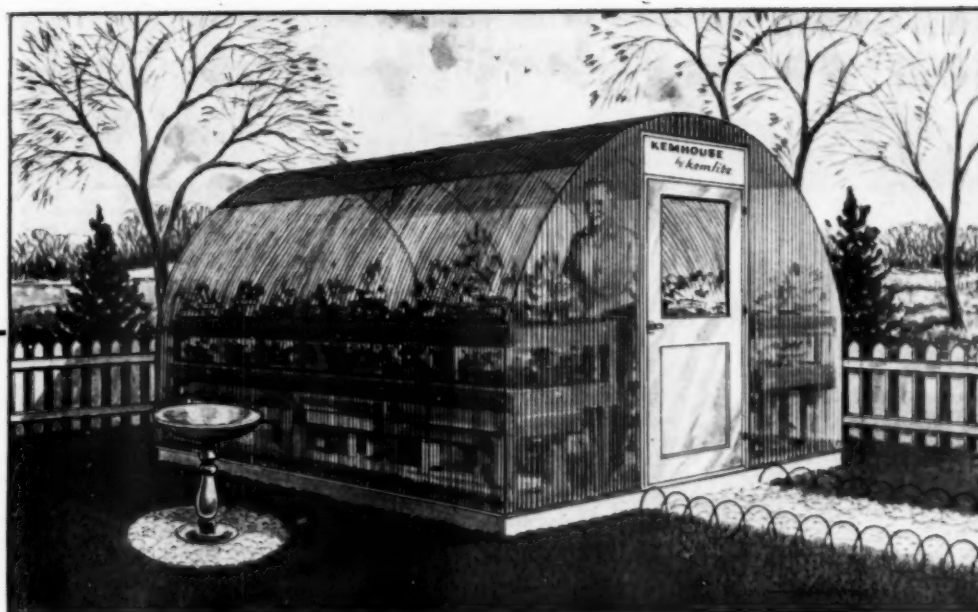
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fore leaves make their appearance in the spring.

More lasting results are obtained by adding equal parts of iron and sulphur to the soil. The sulphur is added to acidify the soil; iron is rendered soluble in an acid soil. To stimulate growth of chlorotic trees, the iron and sulphur should be supplemented with tree food. The iron, ferrous sulphate, and sulphur mixture is supplied at the rate of one to three pounds per inch of trunk diameter. The heavier application is for trees over six inches in diameter.

Chelated iron and other specially prepared iron compounds have been recommended recently as more effective than ferrous sulphate for correcting chlorosis of many kinds of plants. These types of materials are sold under various trade names and should be used as recommended by the manufacturers.

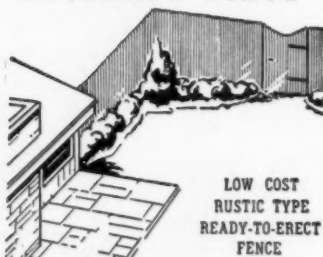
Weather or climatic troubles, including excessive moisture, drought and unfavorable temperature conditions, may cause abnormal growth or death of affected trees. While climatic conditions cannot be controlled or prevented, their detrimental effects can be reduced in many cases by treatment. One type of weather or climatic trouble that occasionally results in severe damage to plants, especially evergreens, is winter drying.

This trouble, frequently called winter injury, appears during late winter or early spring. On evergreens it develops as extensive browning and death of foliage on 1-year-old or older shoot growth. It kills branches and, occasionally, entire trees. Winter drying frequently appears after periods of rapid changes in temperature. This is true especially when there is a rapid rise in temperature

accompanied by drying winds. As the air temperature rises, an excessive amount of water is given off through the needles. When the water in the soil or in the stem of the tree is frozen, insufficient water is obtained through the roots to replace the water given off by the needles. Lack of water in the plant creates a form of drought, which results in winter injury. Mulching in early fall to prevent deep freezing and to maintain more water in the soil will aid in preventing winter injury. Small trees in windy or sunny locations may be protected by shields of burlap or other suitable material. Injured trees should be fed to stimulate growth. All dead wood should be removed after the buds open in the spring.

In recent years chemical injury to trees has become frequent largely through the improper use of eradicant sprays such as 2,4-D, Ammate

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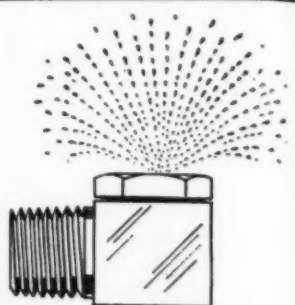
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and 2,4,5-T. Injury caused by spray drift or vapors of 2,4-D and 2,4,5-T appears in deformed growth or dying of trees. In mild cases of injury the leaves of some trees such as elm, hackberry, hickory, honey locust and oak may become thickened and leathery, the tips and margins of the leaves may be cupped downward or the leaves may be rolled. More severe injury may cause leaves to grow long and narrow and the veins to appear unusually prominent. Severely injured leaves of cherry, birch, black locust, elm, hawthorn, honey locust, Russian olive, sycamore and walnut may become twisted or rolled and appear boat-shaped or curled into the shape of a ram's horn. In time the leaves die. Many trees recover in succeeding years from mild injury caused by 2,4-D and 2,4,5-T. Feeding to stimulate growth may aid in their recovery. However, in severely injured trees, many branches may die or the trees themselves may die.

Applications of tree food or fertilizers may cause injury on some trees, especially on oak affected with severe dieback of branches and on trees that have large areas of dead bark on the trunks. Such areas of dead bark, especially on trees with rough bark, which may not show externally and may be overlooked, usually can be detected if the trunk is tapped with a knife or ax for evidence of hollow areas. Fertilizer injury is indicated by browning and yellowing of leaves, especially along the margins and between the veins. Young leaves may stop growing and appear dwarfed. Many fibrous roots may die. Loss of these roots greatly reduced the amount of food and water supplied to the foliage. Mildly injured trees usually recover and frequently do not lose their leaves. Severely injured trees usually lose their leaves and may die.

Gas Injury Symptoms

Tree injury is sometimes caused by illuminating gas escaping from leaks in old gas mains. It has been suggested that the injury is caused by hydrogen cyanide, which forms hydrocyanic acid in water. Severe injury caused by gas usually shows as rapid wilting, browning and death of leaves, followed by withering of branches and the death of the trees. Bluish-black discoloration of small roots on some trees can be detected after the bark is removed. The inner bark of London plane trees may appear water-soaked and pink, and long, narrow cankers may form in the bark at the base of the trunks. Also grass, weeds and shrubs in the vicinity of the gas leak will be killed, and a strong odor of gas usu-



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ally can be detected in the air. Most gas companies have gas-detecting machines which are sensitive even to small quantities of gas in the soil.

Mild gas injury is more difficult to determine, since similar injury may be caused by some infectious diseases, nutritional deficiencies, high temperatures, too little or too much water and physiological difficulties within the tree. Mild injury can be caused by leaks of two to five cubic feet of gas per day. An injured tree shows irregular yellow discoloration of the leaves, somewhat similar to that occurring in chlorosis. Discoloration is followed by premature falling of some green leaves. Later the tree produces small, light green leaves and twigs, and its branches may die. The surrounding grass and other plants may or may not die.

Trees not severely injured by gas may be saved by prompt treatment. The gas leak must be stopped, and the soil around the tree roots should be aerated. The day after aeration the soil should be thoroughly washed. A water lance may be used to supply sufficient water to saturate the soil and to force large quantities of the water out through the aeration holes and away from the root area of the tree. After the soil has returned to a normal air-water relationship, the tree should be fed. Such injured trees may need to be fed annually for several years.

Industrial Area Hazard

Injury from sulphur dioxide occurs in areas where industrial plants, in utilizing sulphurous materials, liberate sulphur dioxide into the air. Injury is most likely to occur in clear weather when the humidity is 80 per cent or higher, when the air movement is less than five miles per hour and when the concentration of sulphur dioxide in the air is three parts per million or greater.

Evergreens are more susceptible to this type of injury than deciduous trees; older or mature leaves are more easily injured than young leaves, and weakened trees are more readily burned than healthy, vigorous trees.

Sulphur dioxide produces three types of injury—acute, chronic and invisible. Acute injury may look worse than it is, since the leaves show sharply defined discolored or bleached areas along the margins or between the veins. Acute injury caused by a single burn may retard growth, but affected plants usually recover from it. Repeated burning causes premature defoliation, which may be followed by reduction in the amount of annual growth or by the sudden death of the tree. Chronic

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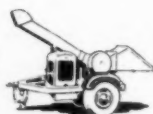
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injury is less severe. Leaves may be discolored but usually they remain on the tree, which is retarded in growth. Invisible injury causes slight reduction in growth but does not cause visible injury to leaves.

Mechanical Injuries

Mechanical injuries are caused by man, animals and insects, as well as by forces or conditions not influenced or controlled by man. Many of these injuries occur to the exterior of the tree and especially to the trunk. Injuries caused by girdling roots, cutting with an ax or similar tools, ground fires, girdling wires, signs nailed on trunks, lawn mowers and motor vehicles can be avoided. Most of the injuries caused by water, hail, ice, snow, wind and lightning cannot be prevented by man. Damaged trees should be treated as soon as possible to reduce the amount of ultimate injury. Broken branches should be cut back to a sound lateral branch or to the trunk. Injured bark should be cut back to uninjured bark. Exposed wood in wounds should be protected with wound dressing to prevent decay.

While nonparasitic ailments are not contagious and will not spread from tree to tree, arborists should emphasize the importance of prompt and proper care to avoid serious damage to, or loss of, trees. A dollar's worth of trouble prevention is more beneficial than many dollars' worth of trouble correction in maintaining healthy, vigorous trees.

EASTERN BLUEBERRY POLL

In a poll taken among several New Jersey blueberry growers, the varieties Weymouth, Rancocas and Jersey emerged as the most popular of the older blueberries, with Rubel and June in second place with four votes each. A. F. Vierheller, a Maryland fruit grower, writing in the monthly newsletter of the Maryland Nurserymen's Association, further reports that Burlington, Stanley, Dixie and Pemberton were recommended by only two growers, and Cabot, Concord and Atlantic received no favorable comments.

The newer varieties are not well known among New Jersey blueberry producers, but on the basis of limited experience the growers gave Berkeley and Coville the most favorable votes, also mentioning Earliblue, Bluecrop and Herbert. Ivanhoe was not favorably reported for New Jersey conditions.

Dr. G. M. Darrow, of the United States Department of Agriculture, listed Pioneer, Cabot, Scammell, Wareham and Weymouth for dis-

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card and Rancocas, Concord, Stanley, June, Jersey, Dixi and Rubel for limited use. He suggested Atlantic, Burlington, Pemberton and Ivanhoe for special uses.

The Jersey growers like Weymouth because it has been usually profitable. They have found Rancocas productive and capable of holding size. Jersey they consider still good, although it may be replaced by Herbert. Burlington has the advantage of storing well, and Bluecrop seems drought-resistant. The growers stated, however, that their votes did not indicate that they would plant the variety, but would not remove it immediately.

The following varieties, listed according to bearing season, are recommended for Maryland growers: Earliblue, Blue-ray, Berkeley, Herbert and Coville.

C. D. MYERS, New Kensington, Pa., a wholesale grower of Christmas trees, plans to expand his operation by growing ornamental evergreens for the retail trade.

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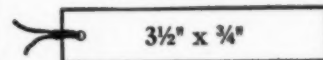
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ABSTRACTS OF RECENT RESEARCH

PINE MOTH CONTROL

A threat to both native and ornamental pines in the northeastern United States and southeastern Canada, the pine shoot moth has spread to most of the southern peninsula of Michigan where red pine is being grown. Adult emergence records and the results of control experiments for this pest are given by Walter F. Morofsky, Gordon E. Guyer and Walter Lemmien in the quarterly bulletin of the Michigan agricultural experiment station, Lansing, Vol. 39, No. 2.

Emergence of adults in Michigan varies from county to county, but the over-all interval runs from June 20 to July 3.

In tests in Kalamazoo county on 4-foot red pines, 50 per cent DDT wettable powder at the rate of six pounds to 100 gallons of water reduced the number of infested trees to 1 per cent. Three pounds to 100 gallons of water reduced the infestation to only 37 per cent. A combination of DDT and lindane as a spray gave good results, but DDT dust was unsatisfactory.

In further tests at Scotts, Mich., on heavily infested trees, endrin, diazinon and Thimet gave poor control. DDT was the only material which provided reasonable control under these conditions. It is evident to the authors that two DDT applications would be required for satisfactory control of a heavy infestation where the adults emerge over a period of five weeks.

Cost records indicated that 4-foot red pines could be treated with a power sprayer for less than 1 cent per tree. Cost by hand sprayer was about 1 1/4 cents per tree.

GRAPE FANLEAF

Symptoms for identifying fanleaf, a virus disease, in dormant grapevines were described by William B. Hewitt and E. M. Gifford, Jr., of the University of California at Davis, in California department of agriculture bulletin Vol. 45, No. 3.

Fanleaf of grapevines, one of the principal causes of vineyard decline in California, has been spreading rapidly during the past few years. Though the disease is soil borne, it is spread mostly by diseased rootstocks and scion wood and may be controlled simply by propagating

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and distributing only healthy stock which has been grown in clean soil.

Symptoms of fanleaf can be seen easily in the foliage of many varieties and rootstocks during the early season's shoot growth. The leaf mottling and deformities characteristic of fanleaf become less distinct and increasingly difficult to distinguish in the mid and late-season growth on diseased vines. This is especially so in vines with mild cases of fanleaf disease. Because growers often delay a decision to plant new vineyards until the year's crop has been harvested or until the vines are dormant, it is essential to be able to recognize diseased vines at different times of the year.

Malformations of grape canes in vines with fanleaf are symptoms that can be seen when the vines are dormant. These deformities occur as short internodes, double nodes, fasciations, zigzag growth of canes and small, often flat canes. One symptom and often more have been found on individual canes of fanleaf-diseased vines. A study of these cane anomalies, undertaken to determine their value in distinguishing fanleaf in grapevines in California, demonstrated that vines which show leaf symptoms of fanleaf have a high frequency of cane deformities—particularly short internodes and double nodes—as compared to those of healthy vines. The infrequent occurrence of these anomalies as such is not sufficient evidence of fanleaf. However, when the frequency of the deformities exceeds one per vine there is reason to question the health of the vine. When the frequency is in the area of one to every other cane or more there is good evidence that a vine has fanleaf. D.

PLANNING to start a nursery and garden center near Sheldon, Ia., is J. W. Sterrenberg, Sterrenberg's Hardware, Sheldon.

MARK C. DOYLE, Doyle's Gift & Garden Center, Glens Falls, N. Y., announces the purchase of Lindy's Nursery, Glens Falls, and the addition of 10 acres to the nursery's growing fields. The enterprise will be operated as Lindy's Nurseries, with Gerald E. Blum as manager.

RICHARD WILCOX, president of Keeline-Wilcox Nurseries, Montebello and Brea, Calif., announces that the nurseries have consolidated all of their growing and administration facilities at the extensive growing grounds at Brea and will no longer operate the salesyard and office formerly located at 625 North Montebello avenue, Montebello.

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The Pioneer In Foliar Feeding

Potassium Frit in Commercial Growing

By O. A. Matkin

Soil and Plant Laboratory, Orange, Calif.

Growing of ornamental crops has become sufficiently well understood that the market demands higher and higher quality of product. This imposes greater problems on the grower. He can no longer afford to take chances on light, heat, cleanliness of planting stock, soil structure or nutrition. A crop failure may lose him his income for the season and it may also lose him a valuable position and reputation in the market. Most growers recognize the wide range of problems involved and therefore are extremely interested in materials and methods which minimize any of them.

A great deal of effort and expense are expended in providing a satisfactory growing medium. There are two principal phases involved: First, development of a desirable physical structure, and, second, provisions for optimum nutrition. Frequently the two are inter-related, physical components often supplying substantial amounts of required chemical ingredients.

The current trend is to provide the desired physical conditions for plant growth from simple basic ingredients and to add the necessary fertilizers to attain the desired level of availability of mineral nutrients.

Although no single essential element is more important to the plant than another, certain elements seem to assume greater importance because of conditions of growing which lead to their more rapid depletion. For this reason, nitrogen nutrition normally receives the most attention. Next in practical importance from a grower's standpoint is potassium.

Important Element

Factors which affect the position of potassium in the list of important plant nutrients in container growing are:

1. This element is always one of those present in major quantity in the plant. Sometimes nitrogen or calcium exceed potassium in accumulated quantity within the leaves and stems, but often potassium is foremost. Potassium must, therefore, be present in substantial quantity in soil, if nutritional requirements are to be satisfied.

2. The limited quantity of soil in relation to plant size in container growing limits the quantity of potassium which can be supplied from

normal weathering processes, even though potassium-containing minerals are present in the basic soils used in the growing medium.

3. The interval of growth is normally shortened due to forcing conditions imposed by the grower. This accelerated condition demands an increased rate of supply of any element required in the plant nutrition program.

4. Irrigations are frequent and heavy in most instances, resulting in more leaching than field soils may incur and consequent loss of more mineral nutrients. Where soils and/or water are high in other bases, such as calcium, the potassium losses may be substantial. Also the use of ammonium or calcium-type fertilizers may increase leaching losses of potassium.

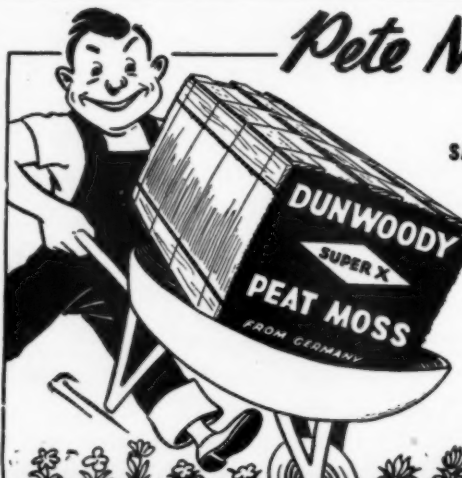
Dilution a Problem

5. Soil moisture is normally carried at a higher level in containers,

consequently diluting mineral nutrients contained in the soil solution and thereby making them less available for plant uptake. For this reason concentrations are carried at a higher level in container soils than would normally be the case in field soils.

6. The current trend toward the use of sandier-type soil mixes with peat moss or other relatively low base exchange organic additives reduces the holding power of the medium for such elements as potassium.

Many essential elements can be provided in slowly leachable form. For instance, nitrogen may be supplied as an organic, such as blood meal, hoof and horn or synthetic urea-formaldehyde. The gradual release of available nitrogen from these insoluble sources insures a prolonged availability of the element. Superphosphate and gypsum are only sparingly soluble and thus pro-



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vide for prolonged availability of phosphate or calcium.

Potassium, on the other hand, does not naturally occur in a slowly soluble organic state and practically all fertilizer sources have been, until recently, available only in soluble form such as sulphate of potash, muriate of potash and nitrate of potash. This has made it necessary to make frequent liquid or dry applications of the element during growth in order to insure adequate supply. Since these fertilizers are all water soluble, their use introduces a potential salinity hazard. Potassium from the weathering of certain natural soil minerals is too slow for the imposed conditions of container growing.

In view of the foregoing, it is not surprising that some effort has been made to produce a slowly available and long-lasting potassium fertilizer. The first product to come to the writer's attention, in about 1951, was a potassium frit made by an eastern firm. Manufacturing difficulties limited its production, and few trials were conducted with it. More recently Glostex Chemicals, Inc., Los Angeles, Calif., has produced a potassium frit that is currently available commercially and has been successfully used in commercial growing. The trade name for this latter product is Dura-K, and it contains 35 per cent K_2O . It is produced by the fusion of an alkaline form of potassium with silicacious material in such a manner that it resembles certain natural potassium-containing minerals, but has the advantage of being more rapidly weathered.

Dura-K is fairly basic in reaction, and this property should be considered in its commercial utilization. Less lime should be included in soil mixes using Dura-K. Quantities ordinarily used are two and a half pounds per cubic yard of soil mix, or five pounds to 100 square feet of bench or bed space, either broadcast or worked in.

Cultural practices and the natural nutritional status of the basic soil mix might call for some modification of the rates listed. Subirrigation would require that the material be incorporated in the soil or placed in the bottom of the container and not broadcast on the surface. The same might be true where certain types of soaker irrigation are practiced.

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Legal Decisions

STOCK AS "REAL ESTATE"

The Problem: Is it possible that growing nursery stock can be, in the eyes of the law, personal property for certain purposes and real estate for other purposes?

Court's Answer: Yes. (Paine v. Board of Assessors of Town of Weston, 7 N. E. 2d 584, decided by the Massachusetts Supreme Judicial court.)

The case involved the validity of a tax assessment against a tract of land at a valuation which included growing nursery stock belonging to a lessee of the land, who had a right during the term of the lease to remove and sell the stock for his own account.

What the court said as quoted below was influenced by the special wording of Massachusetts statutes. But the opinion probably reflects what courts in many other states would be likely to decide. The court said that, even if the stock be regarded as personal property as between the landowner and his lessee, the nurseryman, it was taxable as real estate as between the landowner and the taxing authority.

But the court was not called upon to decide whether the nurseryman was legally bound to reimburse the landowner for so much of the tax as covered the value of the growing stock or whether the nurseryman could have been taxed on the value of the stock as personal property. Here are the important parts of the opinion:

Addition to Land Value

"All of the stock in question was planted in open ground, none in hot-houses or in boxes and pots. The bulk of the nursery stock consisted of white and red pine and Norway spruce and included stock for landscaping and for afforestation purposes. * * * The stock * * * is planted in a seedbed and allowed to remain there for two years. Stock for afforestation purposes is then transplanted to another bed and remains there until sold. It must be sold when 4 or 5 years old and not more than ten or twelve inches high or it loses most of its value. Stock for landscaping purposes is transplanted from the seedbed in rows and at intervals of one, two or three years again transplanted. It may be kept several years longer than stock for afforestation purposes and may be permitted to grow to a much

larger size without losing its value. Of the nursery stock on said land January 1, between one third and one half had been transplanted during the previous year. All of the nursery stock was more than 2 years old and between one foot and five feet in height.

Unit Assessment

"Real estate is assessed to the owner or person in possession. *** The real-estate tax, with certain exceptions not here material, is assessed upon the whole real estate on its value as a unit and not upon the interest therein of the person assessed. *** And even when by agreement anything ordinarily a part of the real estate is to be treated as personal property between the parties it remains a part of the real estate for the purpose of taxation. *** If, therefore, the nursery stock here in question was in its nature part of the real estate assessed it was properly taken into account as an element of value in assessing such real estate to the owners thereof, even though the nursery stock belonged to the lessee and could be removed by him. ***

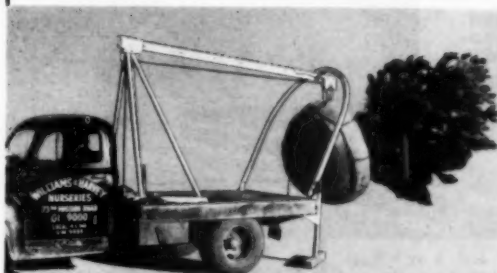
"Growing trees permanently located on land *** are part of the freehold until severed therefrom, though by a contract of sale of such trees they pass to the purchaser as personalty when severed. *** This is the ordinary rule applicable to things growing on the land, though for some purposes growing crops which owe their existence to the cultivation of man are treated as chattels even while annexed to the soil. ***

Trees Belong to Land

"Nursery stock *** resembles in some respects growing trees permanently located, and in other respects growing annual cultivated crops. Like such crops, nursery stock is cultivated and is not intended to remain permanently on the land. *** Such nursery stock, however, is not an annual product of the soil and in character and appearance is like growing trees in their early stages. ***

"Since the nursery stock was a part of the real estate for the purpose of taxation, it is unnecessary to decide whether under 'Massachusetts statutes' it should be classified as "land" or "things erected or affixed thereto." The land, buildings and nursery stock, considered together as real estate, constitute one subject of taxation, though for statistical purposes it was required that the assessed value of the real estate as a whole be divided between the land and the

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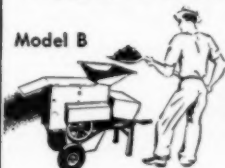
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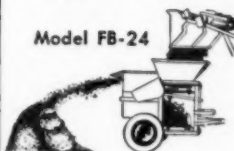


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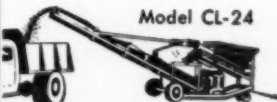
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buildings. * * * There was no requirement, however, that nursery stock be valued separately or that any part of the assessed value of the real estate as a whole be allocated to such nursery stock. Obviously it was proper to treat any value of the real estate attributable to the nursery stock as increasing the value of the land rather than the value of the buildings. * * * This method of assessment was followed. * * * No question is presented as to whether the increase in the value of the land attributed by the assessors to the nursery stock planted therein was excessive."

Judicial history does not record whether the landowner attempted to hold the nurseryman liable for part of the tax assessed against him. But unless the lease contained some clause covering the point, it would seem that the nurseryman was not liable, especially since apparently there was no basis for determining just how much of the assessment should be apportioned to the nursery stock. Had the landowner foreseen what was to happen, it may be surmised that he would have insisted on a clause in the lease which would bind the tenant to stand a specific part of the real-estate tax.

GIBBERELIC ACID EFFECT

The severity of diseases attacking plants can be increased or decreased by regulating the amount of gibberellic acid that is applied to the plant. Reporting on their experiments with the new plant growth hormone before the recent American Phytopathological Society meeting at Stanford University, Palo Alto, Calif., scientists A. E. Dimond and Malcolm Corden noted that effects from gibberellic acid were radically different from those of such other plant growth-regulating hormones as 2,4-D and indolacetic acid, which always reduce plant disease severity.

There is little likelihood that gibberellic acid will prove valuable in the direct control of plant diseases, but its effects on disease severity may limit its use as a plant-growth regulator, it was stated.

Dr. Dimond and Dr. Corden, who are associated as plant pathologists with the Connecticut agricultural experiment station and the crop protection institute, discovered in tests with tomatoes that although treatment of the plants with from five to 20 parts of gibberellic acid per million parts of carrier stimulated plant growth for about two weeks, the low concentrations reduced the severity of fusarium wilt disease and the high concentrations increased its severity.

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